

NEWS SUMMARY

GENERAL

BUSINESS

Jenkins triumphs in SDP leadership vote

BR toughens its position

Howell attacks Aslef

Former Labour Premier James Callaghan yesterday joined Mr Edward Heath in asking why the proposed inquiry into the Falklands crisis should examine the papers of previous governments.

He said what people wanted to know was whether the present government acted prudently.

Mrs Thatcher plans to ask both men, and Sir Harold Wilson, for access to their papers, which, she believes, are Crown property. Page 3

Israel continued its military buildup around Beirut, saying Palestinian guerrillas would be "wiped out" if they did not leave. Page 2

Italy asked Sri Lanka to extradite a hijacker who held 261 hostages on an Alitalia jumbo jet and got away with a £172,000 ransom.

Leaders of the tax strike union voted to expel organisers of a left-wing group in the union. Page 3

Archbishop of Canterbury Robert Runcie denounced racism, saying talk of repatriating people was a "dangerous fantasy".

France's first cosmonaut, Jean-Loup Chrétien, landed safely with two Soviet crewmates in central Asia after a nine-day flight.

China Foreign Minister Huang Hua warned of a "rough and even violent" reaction if the U.S. kept selling arms to Taiwan.

Mauritius accepted a British offer of £4m to compensate islanders displaced when Britain took over Diego Garcia for military use.

At Wimbledon, Billie Jean King lost to Chris Lloyd, who will play Martina Navratilova in the women's final today. McEnroe beat Kriek and Mayotte beat Teacher. Page 11

Brazil 3, Argentina 1. Herrsching Kickers club left the West German Football Federation in protest at the national team's unsporting play.

Greek cabinet is to be reshuffled today.

Hong Kong will give £2m to the South Atlantic fund.

Painter Joan Miro, 89, underwent eye surgery.

Wolverhampton Wanderers football club called in the receiver.

EQUITIES were dismal on the prospect of another rail strike. The FT 30-share index closed 6.3 down at 543.15, its lowest since January 18. Page 20; Business in June, Page 15

GILTS held recent gains, helped by an easing of upward pressure on U.S. interest rates. The Government Securities Index closed 0.10 off at 69.29. Page 20

TOKYO'S Nikkei Dow index fell 94.51 to 7,084.57, partly on Hitachi's share price drop. Page 16; Feature, Page 5

WALL STREET was 4.34 down at 798.33 near the close. Page 16

STERLING eased to \$1.7315, down 25 points, and SwFr 3.6285 (SwFr 3.6575). It edged up to FFf 11.89 (FFf 11.88). It was unchanged at DM 4.2875. Its trade-weighted index was 91.3 (91.2). Page 19

DOLLAR firmed to DM 2.476 (DM 2.4725) and ¥256.45 (¥256.25) but slipped to SwFr 2.1035 (SwFr 2.109). Its index was 121 (120.5). Page 19

GOLD rose \$2 to \$313 in London. Page 17

ARGENTINA will seek to restructure its \$36bn (£20.7bn) foreign debt, President Reynaldo Bignone said. Back Page; Romania requests rescheduling. Page 2

UK RESERVES fell \$117m to \$17.7bn in June, the lowest for more than three years. Page 15

SAVINGS and Investment Bank, whose licence was withdrawn by the Manx Government on June 25, will reopen next week. London's High Court was told. Page 3; Bank tax review. Page 15

ITT is investigating allegations that one of its divisions violated the U.S. boycott of Iran during the hostage crisis. Page 2

U.S. UNEMPLOYMENT rate was 9.5 per cent in June, unchanged from May, its highest level since 1981. Page 2

MINERS' leader Arthur Scargill gave the Coal Board up to six weeks to withdraw a pit closure proposal or face industrial action. Page 3

HITSUBISHI, Japan's biggest trading house, reported net profits 24.2 per cent down at ¥33.98bn (£76m) in the year ending March. Page 17; Japan "feels pressure". Page 15

TOWN & CITY Properties cut full-year taxable losses from £11.05m to £2.94m after returning to profit in the second half. Page 14; Lex, Back Page

Mr Jenkins' priority will now be to regain for the SDP some of the momentum lost in recent months and to cement the alliance with the Liberals. There is likely to be pressure to reach final agreement on the share-out of parliamentary constituencies and to have candidates in place by the late autumn.

Planning is also likely to start on the joint campaign for the next election.

Mr Jenkins will this morning launch a major campaign to argue that the SDP/Liberal Alliance is the only group with the policies to tackle the issue of high unemployment which he believes must dominate the next election.

Last night, Mr Jenkins argued that the Alliance is essential to "the challenge of offering the public a new deal in British politics". He said people would turn from the Falklands crisis to unemployment and the economy.

The outcome is clearly that favoured by Mr David Steel, the Liberal leader, since Mr

Jenkins supports close links with the Liberals. His preference will now prevail over Dr Owen's desire for a distinctly separate identity for the SDP within the Alliance. This was the main campaign issue.

For Mr Jenkins, the outcome marks a remarkable return to British politics only 18 months after the end of his four years in Brussels as president of the EEC.

The decision suggests that SDP members, who are on average older than voters generally, preferred the man of long ministerial experience. They seemed to want someone who will unify the Alliance in the short-term in the difficult run up to the next election, and who is believed to have the widest appeal across the political spectrum to former Tory as well as to former Labour voters.

Since Mr Jenkins is 61, the decision can be regarded as a short-term vote for someone who will tide the party over the formative years. Nevertheless

Continued on Back Page

BRITISH RAIL's services seem certain to be shut from midnight tonight by a strike of the train drivers' union Aslef. This follows a significant further hardening of the BR board's position yesterday.

Last-minute peace initiatives today seem unlikely. The two sides were deadlocked last night over the imposition by British Rail of new flexible work rosters from tomorrow.

The temperature of the already-inflamed dispute between BR and the Associated Society of Locomotive Engineers and Firemen could be greatly increased if BR acts upon suggestions it is considering not re-employing drivers after the strike unless they cease to be members of Aslef.

Drivers would be deemed under the suggestion to have dismissed themselves after striking. They would be told in a personal letter from British Rail that giving up Aslef membership would be a necessary part of their return to work agreement.

Such a suggestion would clearly show that BR was out to take severe action against the continued existence of Aslef as a union. With the warnings that a strike might mean there would be no jobs for many drivers to come back to, it would present drivers with a stark choice of their job or their union.

However, it would carry the risk of setting the whole TUC against British Rail.

BR made it clear yesterday that in the event of a strike, a pre-condition for re-employment would be that drivers personally agree to accept flexible rostering. Mr Clifford Rose, BR board member for industrial relations, said: "If the strike starts, the return to work will be on the basis of flexible rostering."

This is a further hardening of British Rail's tough attitude. But an even firmer stance was taken when BR disclosed new conditions with which Aslef would have to comply before BR would agree to suspend introducing the new rosters.

These conditions were:

- The strike must be called off.
- Aslef must accept the principles of the decision by the Railway Staffs' National Tribunal, chaired by Lord McCarthy, that flexible rostering should be introduced.
- The Aslef executive should recall the policy-making annual assembly of delegates immediately and recommend to the conference the acceptance of the staffs' tribunal decision on rostering.
- The Aslef executive should agree to the detailed introduction of flexible rostering in a substantial area of the country — 17 depots in Scotland — as a pilot scheme.

British Rail's proposals still leave the decision to the militant Aslef conference. But reinforced by the inclusion of flexible rostering in a return to work agreement, BR believes it can secure this key productivity issue.

Last night Sir Peter Parker, BR chairman, said: "The country has every right to be fed up with this nonsense. This issue must be put to bed."

"We are not going to end up with any fudged situation. This is just one fudge too far."

BR believes that Aslef's agreement to a simultaneous experiment of flexible rostering

Continued on Back Page

French steel producers will not implement price increases due to have come into effect on July 1 under the agreement between European steelmakers. However, officials yesterday claimed that the freeze was only "temporary".

They said France was trying to reconcile its EEC commitments with the domestic requirements of the Government-imposed prices and wages freeze.

Under the agreement between the EEC's major steelmakers grouped in the Eurofer "club", French producers should have raised prices by 3 to 4 per cent on July 1 as part of a 12 per cent increase agreed for the year as a whole.

Co-ordinated price rises are a vital part of the European Community's crisis regime under which steel production is subjected to strict quotas with the aim of bringing the industry back into profit.

Steel experts at the European Commission were surprised and alarmed last night by the French decision not to raise prices. If the French are allowed to freeze steel prices while other producers are raising theirs, the disciplines which have been imposed on the steel market by the Community could quickly disintegrate.

Germany, for one, would be tempted to carry out its threat to impose quotas or border levies on steel imports, while other producers might lapse into a state of price cutting.

However, the Commission is prepared to fight to ensure that France honours its treaty obligations and political undertakings. It has the power to fix minimum steel prices under the Coal and Steel Treaty and the authority to impose stiff fines if its orders are disregarded.

For the French Government, however, the problem is that all

prices have been frozen until November 1 as part of the post-devaluation stabilisation package. The only exceptions are petrol prices, fruit, vegetables and producer prices of farm products.

At this crucial juncture in its economic programme, Paris is anxious to avoid any knock-on effect on domestic industry of a rise in French steel prices.

Officials emphasised yesterday that France wanted to honour its commitments under the Eurofer accord and that negotiations were going on with the EEC Commission.

Officials said the move did not signal an attempt by France to undercut other European producers. They insisted also that France did not want non-EEC members to use the temporary "freeze" in French steel prices as a lever for forcing down prices elsewhere in the Community.

Police said yesterday that parking restrictions in London would not be relaxed if the rail strike takes place. Some parking meters will be suspended on certain roads to help traffic to flow more easily and emergency car parks will be opened in Birdcage Walk, Battersea Park, East Smithfield, Clapham Common, Regents Park and Kensington Gardens.

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Commodity prices under pressure

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GEC-Hitachi to cut 800 jobs

BY GUY de JONQUIERES AND ROBIN REEVES

GEC-HITACHI, the television manufacturer owned by the General Electric Company and Hitachi of Japan, plans to make more than 800 of the 1,900 workers at its South Wales plant redundant in the next five months.

Management at the plant in Hirwaun, near Aberdare, told union leaders the factory would close unless they accepted the redundancies. Mr Frank Evans, the local full-time official of the engineering workers union, said the cuts had not yet been agreed and there would be further discussions with management.

The company said yesterday that intense competition and price-cutting in the television market made drastic cuts essential if it were to survive. It is understood to be seeking a 25 per cent cut in costs this year.

The plant was put on a three-day week for six weeks in May and pay increases have been deferred. Stocks of finished products had fallen, the company said, but further measures were needed.

The cuts are the most severe announced by any television manufacturer so far this year. But several other companies have admitted they are having to adjust output.

Thorn EMI, the largest wholly British-owned manufacturer, said yesterday that it had lowered television production by 20 per cent since November and had frozen recruitment. It wanted to trim its labour force further in the next few months.

GEC-Hitachi, which was formed in 1979, is owned equally by the two parent companies. It makes colour televisions with screen sizes ranging from 18 in to 28 in, and has an annual capacity of about 300,000 sets. Production is believed to have been running at about half this rate recently.

The company made a profit after interest of £250,000 in the year to March 31 on turnover of £56m. Sets made at Hirwaun are marketed separately by the parent companies.

Hitachi has been exceptionally aggressive in its efforts to expand its share of the UK market and is believed to have spent about £5m on promotion recently. Its share of output from the Hirwaun plant was twice that of GEC last year.

Demand for colour television sets has grown strongly in the past year, but it has not kept pace with the rise in supply. This is due partly to increased output from UK plants established or acquired by Japanese manufacturers since 1979, and to higher imports.

GEC-Hitachi is seeking 530 redundancies immediately and a further 300 next November.

It said 270 employees had already applied for voluntary redundancy but some were highly-skilled workers it did not want to lose. Compulsory redundancies were therefore inevitable.

2 in New York

Spot: \$1.7405-7490/\$1.7325-7355
1 month: 0.50-0.42 pm 0.38-0.40 pm
3 months: 1.53-1.36 pm 1.38-1.53 pm
12 months: 4.72-4.86 pm 4.85-4.88 pm

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GRIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

RISERS

Barr and WAT.A. 65 + 4

Bibby (J.) 275 + 10

Eagle Star 343 + 16

Firth (G.N.) 150 + 9

Gresham A. 288 + 26

Heath (C.E.) 345 + 8

Howard Tenens 51 + 4

Kennedy Smale 165 + 5

Smith Bros 48 + 3

FALLS

Barclays 256 - 6

Black, Jackson 55 - 6

Crupps 255 - 8

Midland Bank 315 - 5

Pilkington 200 - 5

Polly Peck 328 - 12

Quest Auto 52 - 3

Reed Intnl 294 - 6

TI 104 - 8

TSI Thermal Synd 73 - 9

BP 274 - 6

Shell Transport 380 - 10

De Beers Dtd 187 -

Old Mas Kalgosne 157 - 10

North British RLL 97 - 6

Peko-Wallaseid 218 - 8

Western Mining 167 - 16

For latest Share Index phone 01-245 8026

OVERSEAS NEWS

Eitan threat to 'wipe out' PLO men

BY DAVID LEMMON IN TEL-AVIV

ISRAEL continued its military build-up around Beirut yesterday as officials in Jerusalem stated that over two weeks of diplomatic efforts to persuade the Palestinians to leave the Lebanese capital had not yet achieved any result.

General Rafael Eitan, the Chief of Staff, said that it would be possible to launch a military attack on the guerrillas in west Beirut without having to enter the densely populated quarters of the city.

The general said in a newspaper interview that if the guerrillas did not leave Beirut, the Israeli army would have to wipe them out. The Palestinian Liberation Organisation could not be allowed to remain in the city, he said. If it did Israel would have to renege on a later date, in much more difficult circumstances.

The Chief of Staff also revealed that the Israeli invasion of Lebanon had been planned to take place in July last year, but had been postponed after a ceasefire was arranged by Mr Philip Habib, the special U.S. Presidential envoy, who is now in Beirut.

Two senior French officials who visited Jerusalem yesterday before going to Beirut to try to seek a settlement were told by Mr Yitzhak Shamir, the Foreign Minister, that they should not try to save the 6,000 PLO guerrillas trapped in the Lebanese capital.

He appealed to M Francis Guter, Secretary-General of the French Foreign Ministry, and M Bruno Delage, a counsellor to the French Foreign Minister, not to interfere in the current negotiations, which, he said, are at a decisive stage.

Mr Shamir also asked his visitors not to do anything which would encourage the PLO to delay its departure from Beirut. To do so would be to prolong the Lebanese tragedy and delay a solution to the Palestinian problem, he said.

The Cabinet is due to convene tomorrow for what may be a crucial meeting. The Government may decide that it can no longer wait for the diplomats to try to reach a negotiated settlement and may order the army to move into the city to crush the Palestinian guerrillas and destroy their headquarters.

Meanwhile, despite growing public protest in Israel against the war in Lebanon, a public opinion poll published yesterday reported that most Israelis support the war and would also vote heavily for the ruling Likud Party if new elections were held now.

The Mod'iv Enzachi Research Institute carried out the poll in the third week of the war on behalf of the English language Jerusalem Post newspaper. The poll showed that 93 per cent of the adult public were able to justify the war in varying degrees, though the pollsters stressed that the sample polled did not encompass all those called up to fight.

The majority of the protests against the war had been coming from soldiers returning from the battlefield who have expressed strong reservations about the scope and aims of the invasion of Lebanon.

The poll found that just over half of those questioned thought the operation had been carried out on a desirable scale, while 33 per cent thought it was too big.

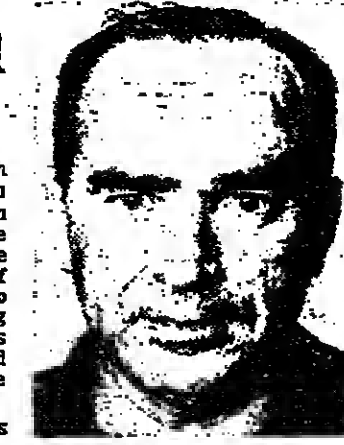
On election trends, it was re-

ported that the ruling Likud bloc of Mr Menachem Begin would gain 11 seats more than at the general election last year, while the main opposition Labour Party would lose nine seats. Likud would win 59 of the 120 seats in Parliament while Labour would get only 39 seats.

It is believed in Brussels that negotiators at these talks will try to secure a voluntary restraint agreement on European steel exports.

Negotiations in the days leading up to the imposition of duties, however, foundered because of the wide gap over the share of the U.S. market which could be allocated to EEC steel.

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Gen Eitan... warning

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Romania requests rescheduling of debts

By Peter Montagnon, Euromarkets Correspondent

ROMANIA yesterday formally requested about 200 commercial bank creditors to reschedule debts falling due this year as well as arrears still outstanding from last year.

It estimates the amount involved as some \$2.5bn (£1.7bn). Some commercial banks said yesterday the total could turn out to be lower as some of this debt is guaranteed by Western governments and is covered by a separate rescheduling agreement.

The official request follows an outline rescheduling proposal made in March which was not immediately followed through because Romania was preparing a detailed information package on its economy.

This package is now ready and will probably be sent to the banks next week. It will help them analyse the proposal to defer repayment of commercial bank debt for up to six and a half years.

Terms of the proposed rescheduling are the same as those announced in March and involve a margin over Eurocurrency rates of 14 per cent and a renegotiation fee of 1 per cent.

The significance of yesterday's news is that Romania is now going ahead with the formal arrangements after several months delay.

The move follows completion of an agreement with the International Monetary Fund last month. This allows Romania to resume drawing on its \$1.5bn standby credit.

A further indication of progress towards resolving Romania's debt problems comes with news that Western government credits will meet Romanian officials in Paris next week to discuss rescheduling of official debt.

Romania is estimated to have foreign debt of about \$10bn of which \$4.5bn represents money falling due this year and arrears from last year.

It also has debt outstanding to the IMF and World Bank as well as to foreign companies from which it has bought imports.

West German industrial output down

By Kevin Done in Frankfurt

THE West German economy is still showing few signs of emerging from prolonged recession—the longest of the post-war period—with industrial production continuing to stagnate, slightly below last year's depressed level.

Latest figures released by the Federal Economics Ministry show industrial production in April and May at 0.5 per cent below the level set a year earlier.

On a seasonally-adjusted basis, output in May showed no change over April, while on a two-month comparison, production in April/May showed a small drop over February/March of 0.5 per cent.

The Federal Government has received little comfort on the inflation front in the last two months, with retail prices again starting to rise faster, fuelled by higher tobacco taxes and rising petrol prices.

Provisional figures for June show retail prices rising over May prices by 5.8 per cent, higher in June compared with the same month a year ago, against an increase of 5.3 per cent in May.

Chances of an early upturn in the economy are also being hit by falling export orders in some of West Germany's most important industrial sectors.

New foreign orders booked by the mechanical engineering sector fell by 14 per cent in real terms in May.

When Jardine Matheson celebrated its 150th anniversary, Robert Cottrell looks at the history of Hong Kong's most aristocratic trading house

Supreme boss with finger in 40 pies

Colourful past needs repeating

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ITT investigates Iran embargo allegations

BY PAUL BETTS IN NEW YORK

INTERNATIONAL Telephone and Telegraph (ITT) the New York-based telecommunications conglomerate, is at the centre of an international controversy involving allegations that one of the company's divisions violated the U.S. boycott of Iran during the hostage crisis.

The company is conducting an internal investigation of the allegations and has turned over to the U.S. Government the appropriate documents and information concerning the controversial issue.

ITT has also suspended the President of a division which manufactures equipment for electric utilities and accounted for \$75m (£43m) of the conglomerate's \$23.2bn sales last year.

The controversy erupted after a former ITT business agent allegedly demanded more than \$2bn from ITT in return for destroying evidence concerning the apparent violations of the Iranian boycott.

ITT, in a statement, said that on May 26, two of its representatives met a former agent at his request. At the meeting, the agent demanded over \$2m from ITT to destroy certain documents he claimed to have in his possession regarding possible violations of the Iranian boycott regulations that would be embarrassing to ITT.

The conglomerate said it told the agent that "we would not submit to blackmail." The corporate representatives had told him that an immediate investigation of his allegations would be opened and that the results of that investigation would be made available to the proper authorities in Washington.

ITT disclosed that the allegations concerned the shipment of split-bolts and other hardware used by electric utilities.

The company also said: "Senior management of the company first learned of these allegations at the preliminary investigation stage under the U.S. boycott of Iran during the hostage crisis."

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The conglomerate said it told the agent that "we would not submit to blackmail." The corporate representatives had told him that an immediate investigation of his allegations would be opened and that the results of that investigation would be made available to the proper authorities in Washington.

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Siberia pipeline embargo 'might have been avoided'

BY JOHN WYLES IN BRUSSELS

PRESIDENT RONALD Reagan's controversial embargo on the supply of European machinery and equipment for the \$7bn (£4.1bn) Siberia-West Europe gas pipeline might have been avoided if European governments had agreed earlier this year to heavier restrictions on trade and the supply of credits to the Soviet Union.

But U.S. efforts to secure new "disciplines" on trade through negotiations with its European allies had shown that such restrictions were "not on the cards," Mr Lionel Omer, the U.S. Under-Secretary of Commerce for International Trade, said yesterday.

While avoiding any suggestion that President Reagan might change his mind over the pipeline sanctions if the Europeans made fresh moves on the

credits issue, Mr Omer said it was "conceivable" that credit restrictions could be established which would impose an equivalent penalty to the embargo on pipeline equipment.

Speaking from Washington in a telephone interview, Mr Omer added that under U.S. law, the regulations implementing the sanctions would not be adopted until August 18, and until then the comments of foreign governments would be taken into account.

His remarks seem to be the closest that any U.S. official has yet come in public to suggesting that tighter restrictions on trade and credits for the Soviet Union might be able to substitute for the embargo on pipeline equipment.

The real basis for the President's decision had been the lack

of internal progress towards lifting martial law in Poland, Mr Omer went on.

The Soviet Union had to be made to pay a price for its complicity in the Polish crackdown. The Administration had statistics showing the Soviet Union to be more dependent on international trade than had been previously realised.

Imported machinery now accounted for up to 20 per cent of newly installed equipment, while the ratio of imports to national income had risen to 20 per cent by 1980.

At over 7 per cent, the ratio of imports to national income had shown an increase, "nearly double," previous estimates.

The potential for exacting substantial costs through the imposition of these kinds of

sanctions has risen rather sharply recently.

Mr Omer also said that talks would be restarting with the European Commission aimed at settling the bitter clash over steel between the U.S. and the Community.

It is believed in Brussels that negotiators at these talks will try to secure a voluntary restraint agreement on European steel exports.

Negotiations in the days leading up to the imposition of duties, however, foundered because of the wide gap over the share of the U.S. market which could be allocated to EEC steel.

Both sides are now hoping that an agreement on the steel issue can draw some of the heat out of the most serious clash between them on economic and

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THATCHER UNDER FIRE AGAIN ON FALKLANDS INQUIRY

Callaghan joins row over Cabinet papers

BY PETER RIDDALL, POLITICAL CORRESPONDENT

MR JAMES CALLAGHAN, the former Labour Prime Minister, yesterday joined Mr. Edward Heath in questioning why Mrs. Thatcher wants the proposed inquiry into the origins of the Falklands crisis to examine the papers of previous administrations.

Mr. Callaghan's statement avoided the personal bitterness of Mr. Heath's exchanges in the Commons with Mrs. Thatcher on Thursday. But he was very critical of the Prime Minister's handling of the issue.

He said he had so far had no approach from Mrs. Thatcher to examine the papers of his administration. So I do not know her reasons for making such a very unusual request.

"Presumably, when Mrs. Thatcher gets in touch with me, she will explain the reasons for her request and also invite my comments on the person whom

THE Falklands inquiry was mentioned in the Court of Appeal yesterday during the Department of Trade's appeal reported elsewhere on this page against a High Court order that it disclose 100 ministerial working papers for inspection by a judge.

Mr. James Callaghan, counsel for the Government, told the court: "It has been confirmed to us by the Cabinet Office this morning that there is no question of Cabinet papers of a previous administration being made available to this administration. What is contemplated by the Prime Minister is privileged access by Privy Counsellors for the specific, limited purpose of the Falklands Islands inquiry."

public is not about what happened several years ago. I find the major concern is whether the present Government acted prudently and with foresight in the early months of this year to forestall an invasion of the Falklands and so save many lives, ships and aircraft."

In a BBC radio interview yesterday, Mr. Heath suggested

that Mrs. Thatcher was trying to distract attention from the events immediately before the Argentine invasion. He is insisting on a fuller explanation of why Mrs. Thatcher wants the inquiry to look back into the past.

Mrs. Thatcher intends to write in the next few days to Mr. Heath, Mr. Callaghan and Sir Harold Wilson, the former Prime Minister, affected, seeking a secret emergency sitting of the House of Commons to discuss the inquiry.

She believes the official papers of previous administrations, apart from the personal ones of a Prime Minister, are Crown Property, and that it is up to the government of the day to decide who has access to them. The general convention is that the current government does not itself have access, but de-

termines who else can. Whitehall has suggested that the Tory-dominated members will be a minority of the whole inquiry, which itself can determine how much emphasis to place on previous governments' policies.

Mrs. Thatcher is seeking Mr. Michael Foot, the Labour Leader, on Monday, and hopes to reach an early agreement on the establishment of the inquiry. The main differences remaining are about whether the inquiry should be set up by Parliament as sought by the opposition parties, or by the Government, as desired by Mrs. Thatcher, and about the degree to which the inquiry should be concerned with the events just before the Argentine invasion.

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Disclosure fears discounted

By Raymond Hughes, Law Courts Correspondent

FEARS that disclosure to a High Court judge of ministerial and other governmental working papers might affect the efficient functioning of the Civil Service were discounted yesterday.

Mr. Denis Harty, QC, told the Court of Appeal that if the Civil Service had such a fear, it was something it had lived with for some time.

The investigative powers of parliamentary standing committees, the Ombudsman and various inquiries, such as those into the Rhodesian sanctions-busting and the Bank rate leak, had resulted in departmental documents occupying the public stage, he said.

He was concluding his arguments in opposition to an appeal by the Department of Trade against a High Court order to produce for a judge's inspection 100 ministerial working papers dealing with the formulation of government policy towards the British-Air ports Authority between 1977 and 1980.

The judge had reached the provisional conclusion that the documents were relevant to a pending claim by 20 international airlines against the BAA and the trade secretary over increased landing charges at Heathrow Airport.

The Appeal Court yesterday reserved its judgment on the appeal and on the airlines' cross-appeal against the judge's refusal to order disclosure of about 150 other, non-ministerial departmental documents.

Mr. Henry, for Pan American and Trans World Airways, said that government was much more open now than it was 10 years ago.

The idea that the public service would be prejudiced by a judge inspecting the documents was "simply laughable," he said. He dismissed a suggestion that disclosure would be prejudicial in this case as it would open the floodgates to many similar applications.

This was a most unusual case, he said, involving an attack on the formulation of government policy.

If disclosure of ministerial documents could not be obtained in this case, it was hard to envisage any other case where such documents seeing the light of day.

Injunction on Greenpeace

By David Fishlock

HIGH COURT injunctions against Greenpeace and its associates attempting to interfere with the dumping of low-level radioactive waste in the Atlantic Ocean were granted by Mr. Justice Sheen yesterday.

Later this month, several hundred tonnes of slightly contaminated waste, sealed in concrete, is scheduled to be dumped in the sea. The work is carried out by the UK Atomic Energy Authority under a government licence, in accordance with internationally agreed procedures and under international surveillance by the Nuclear Energy Agency of the OECD.

Mr. Justice Sheen said the injunctions were granted to prevent Greenpeace and its associates from interfering with the dumping of low-level radioactive waste in the Atlantic Ocean.

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Lloyd's members advised to quit Howden-managed syndicates

BY JOHN MOORE, CITY CORRESPONDENT

A MAJOR UPHEAVAL is taking place in underwriting syndicates at Lloyd's which are run by Alexander Howden Group, the insurance broker. About 350 members of Lloyd's are intending to leave the syndicates, which have a total membership of 3,500.

R. W. Sturge and Co., one of the most powerful and influential underwriting agencies at Lloyd's, is advising 150 Lloyd's members whose affairs it looks after to leave the Howden-managed syndicates.

Mr. David Colledge, chairman of R. W. Sturge, said yesterday that he had advised the members to leave the syndicates because of the submissions which had been made during the proceedings of the Lloyd's Bill in Parliament.

At the root of the upheaval is a public row between Mr. Ian Posgate, the star underwriter of the Howden syndicates, and the Howden board. Mr. Posgate gave evidence before Parliament which highlighted a series of abuses which can take place if Lloyd's insurance brokers have shareholding links with the management companies of underwriting syndicates, which they run. Mr. Posgate's evidence was both crucial and damning and caused Parliament to accept that brokers should have "law to sell on their shareholding links."

Mr. Posgate has been embattled with the Howden board for some time and resigned as a director of the main Howden board earlier this year.

Now underwriting agents fear that Mr. Posgate will stop underwriting for the Howden syndicates as he develops his own private agency company, Posgate and Denby. Sturge is advising its members to withdraw from the Howden syndicates, consistently the best performing syndicates at Lloyd's, although it is still maintaining its connection with the Posgate and Denby managed syndicates.

Sturge in the past has placed about 75 members of Lloyd's with syndicates under the management of Posgate and Denby.

Bellew and Raven Underwriting Agents has withdrawn nearly 200 members from syndicates under the management of Alexander Howden and Mr. Ian Posgate's Posgate and Denby managed syndicates.

The truth is that in a complex, industrial economy, any government is bound to end up disappointing those on the one hand who think that any public spending is had and those on the other hand who think that the answer to every problem known to man is yet another government programme.

Inevitably, therefore, the debate on economic policy must be about whether the right balance is being struck and whether the order of priorities is right.

Mr. Prior said the Government must fully recognise that the onus lay with it in certain areas in economic policy. He urged a judicious mix of policies and, in particular, referred to the new Youth Training Scheme and various special employment and industrial measures.

Mr. Prior said management also had responsibilities, especially in relation to the Youth Training Scheme starting in September 1983.

"A large part of the responsibility to provide the places and to help towards the cost of giving our young school leavers good basic training will rest with management."

Two schemes designed to help housebuyers meet the high cost of taking out mortgages were announced yesterday.

The first comes from the Chelsea Building Society and is aimed solely at first time buyers. Its First Home Scheme charges 1 per cent lower interest for the first five years on an interest only basis for this period. 100 per cent mortgages are available to avoid having a deposit and the formula for calculating the maximum loan has been improved to three times main salary plus second salary, compared with the usual 2½ plus 1. The absolute maximum loan is lifted to £30,000 and the maximum term is extended to 30 years.

The second scheme comes from Baroncourt, a firm of mortgage brokers based in Ilford. This enables house-

buyers not only to take out 100 per cent mortgages, but to borrow a sum of up to 5 per cent of the mortgage to meet the various expenses involved.

The bulk of the mortgage money will be advanced by a building society or bank, with the balance coming as a top-up mortgage from a life company. The normal rate of interest for mortgages will apply to the complete loan.

New home loans raised from Burnley Building Society will cost a little more from the end of this year. The society is changing the way it calculates interest payments but existing loans will not be affected.

The judge said he had considerable sympathy with Schering, which was confident it would succeed if the action went on. But because the plaintiffs were children, he would give leave for the actions to be discontinued.

That would make it possible for the actions to be revived, with the court's permission, if there were a scientific revolution in the future, he said.

But, the judge said, if that were to happen, the plaintiffs would have to make out a very strong case and the court would have to be satisfied that Schering would not be prejudiced.

Mr. Justice Bingham said the case suggested a comparison with the thalidomide tragedy. There was, however, an important difference. In the thalidomide case, the question was whether the drug companies had been negligent in the manufacture and promotion of the drug, the judge said.

That issue also arose in the Primodos case. But there was

the evidence accumulated, the plaintiffs were driven to the conclusion that they did not offer any real possibility of doing so.

Asking that the actions be discontinued rather than dismissed, Mr. Weitzman said that it was an area of scientific study that was likely to continue to advance. The possibility could not be excluded that in the next few years new light would be thrown on the problem.

It would, therefore, not be fair to shut out the two children from the possibility of reviving their claims in the future, he said.

Mr. Richard Rougier, QC, for Schering, asked the judge to dismiss the actions or great injustice would be done to Schering.

It was a case of enormous

Talbot blames Iran cash delay for shedding 450

BY ARTHUR SMITH, MIDLANDS CORRESPONDENT

DELAY BY Iran in making payments for a £150m deal for the import of cars from Britain has forced Talbot to axe 450 jobs at two Coventry factories.

Talbot, the subsidiary of Peugeot of France, said last night that it had decided to shut down its plant where most of the 2,600 employees have been on short time since October. The nearby Canterbury Street components factory must shed 80 jobs, or about 20 per cent of the labour force.

Talbot hopes volunteers will account for most of the cut. Shop stewards report pressure by workers for redundancy because of financial problems caused by the prolonged short-time.

The diesel engine which has powered London taxis for many years went out of production yesterday when BL closed its Coventry Engines plant.

The company warned of the closure a year ago when the plant employed 1,500. Yesterday the figure was down to 500.

Some 370 workers must go at the Stoke engine plant where most of the 2,600 employees have been on short time since October. The nearby Canterbury Street components factory must shed 80 jobs, or about 20 per cent of the labour force.

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Thatcher will continue with science brief

By David Fishlock, Science Editor

THE Prime Minister will continue to hold the Government's science and technology brief, the Government says in a White Paper published yesterday.

The Government rejects the recommendation of the House of Lords select committee on science and technology for a minister for science.

But the White Paper says the Government accepts the main thrust of the Lords' report that government has a responsibility to secure an adequate scientific and technological input to policy-making.

It will strengthen the office of Dr. Robin Nicholson, chief scientist both to the Cabinet Office and the Whitehall "think-tank."

Six new senior scientists are to be appointed at a cost of about £250,000.

Government Observations on the First Report of the House of Lords Select Committee on Science and Technology. Cmd. 8391. SO. £1.65.

Two schemes designed to help housebuyers meet the high cost of taking out mortgages were announced yesterday.

The first comes from the Chelsea Building Society and is aimed solely at first time buyers. Its First Home Scheme charges 1 per cent lower interest for the first five years on an interest only basis for this period. 100 per cent mortgages are available to avoid having a deposit and the formula for calculating the maximum loan has been improved to three times main salary plus second salary, compared with the usual 2½ plus 1. The absolute maximum loan is lifted to £30,000 and the maximum term is extended to 30 years.

The second scheme comes from Baroncourt, a firm of mortgage brokers based in Ilford. This enables house-

buyers not only to take out 100 per cent mortgages, but to borrow a sum of up to 5 per cent of the mortgage to meet the various expenses involved.

The bulk of the mortgage money will be advanced by a building society or bank, with the balance coming as a top-up mortgage from a life company. The normal rate of interest for mortgages will apply to the complete loan.

New home loans raised from Burnley Building Society will cost a little more from the end of this year. The society is changing the way it calculates interest payments but existing loans will not be affected.

The judge said he had considerable sympathy with Schering, which was confident it would succeed if the action went on. But because the plaintiffs were children, he would give leave for the actions to be discontinued.

That would make it possible for the actions to be revived, with the court's permission, if there were a scientific revolution in the future, he said.

But, the judge said, if that were to happen, the plaintiffs would have to make out a very strong case and the court would have to be satisfied that Schering would not be prejudiced.

Mr. Justice Bingham said the case suggested a comparison with the thalidomide tragedy. There was, however, an important difference. In the thalidomide case, the question was whether the drug companies had been negligent in the manufacture and promotion of the drug, the judge said.

That issue also arose in the Primodos case. But there was

the evidence accumulated, the plaintiffs were driven to the conclusion that they did not offer any real possibility of doing so.

Asking that the actions be discontinued rather than dismissed, Mr. Weitzman said that it was an area of scientific study that was likely to continue to advance. The possibility could not be excluded that in the next few years new light would be thrown on the problem.

It would, therefore, not be fair to shut out the two children from the possibility of reviving their claims in the future, he said.

Mr. Richard Rougier, QC, for Schering, asked the judge to dismiss the actions or great injustice would be done to Schering.

It was a case of enormous

Prior sees some scope for reflation

By Peter Riddall, Political Editor

MR JAMES PRIOR, the Northern Ireland Secretary, yesterday defended a limited amount of government intervention in the economy to tackle the problem of high unemployment, while rejecting calls for large-scale reflation.

His speech, in Birmingham, was a rare intervention by him in the debate about economic policy and highlights how his views are more subtle than the popular distinction between "wets" and "drys."

THE WEEK IN THE MARKETS

Equities wait on the platform

Anyone looking for action this week would have done best to visit the Centre equity market there was very much a sense of déjà vu.

Valiant physical efforts to heat the rail and power strikes went unrewarded on Monday, and the trading set the pace for the week. The prospect of a damaging long-drawn-out rail dispute was accompanied by the latest trend-inquiry from the CBI and the London Business School's economic forecast, both of which indicated that recovery in manufacturing had petered out.

Adding to the gloom was the continuing uncertainty over the direction of U.S. interest rates. Happier news the following day that the NUB strike had been called off set leading shares rolling ahead and even the renewed threat from ASLEF did not immediately snuff the euphoria.

By yesterday the realities had begun to register, however, and the Industrial Ordinary shares index was showing its fastest movement of the week—downwards by 6.9 to finish 6.1 down on the week.

Thus the account staggered to a close amid the prospect of another damaging rail strike, with a further depressing economic forecast, this time from the Bank of England, to nullify, and neither Mr. Reagan nor Mr. Regan ready to take bets on the direction of U.S. interest rates.

However it was not all gloom. Sunlight Services fell on Johnson Group Cleaners with a 230m, offer to make Johnson's shares, with a 47p jump to 265p against an offer value of 275p, shine brightly.

Rowntree, moreover, satisfied its appetite for something savoury after its failure to consummate Humble & Palmer. With £13.5m, an amount similar to the net cash raised from the sale of its H & P stake, it has taken 90 per cent of RPC, the Riley Potato Crisps and Sooner Foods group.

Meanwhile the paper and packaging concern Buzi Pulp was still trying to unwrap a winning deal for printers Bemrose by lifting its offer by £2.31m to £16.12m. This was again rejected by the Bemrose board and Mr Robert Maxwell's British Printing and Communications Corporation nudged its stake up to the 15 per cent mark.

On the results front Avana proved that a diet of Robertson Food is earlier winter good for its health as it lifted pre-tax profits 84 per cent to £10m for the year to the end of March.

Elsewhere the inactivity in equities and the softening of European interest rates benefited gilt which remained firm after early small gains, so that the Government securities index finished 0.75 up at 69.39.

GEC jamboree

A flood of good news from The General Electric Company

LONDON

ONLOOKER

This week worked through to keep the share price moving into high ground, lifting the market capitalisation to just under £5.4bn. GEC has now overtaken British Petroleum as the most valuable company on the Stock Exchange with a price today virtually 200p above the year's low point of 78p.

The electrical giant presented shareholders with quite a package on Thursday taking in a 23 per cent rise in pre-tax profits to £584m for the year to March, a 25 per cent increase in the dividend to 12.75p per share and an extra £22m cash payout (worth 15p a share) to shareholders. This payment represents the remaining balance on the share premium account dating back to the English Electric acquisition of the sixties.

The full year figures displayed the more familiar pattern of GEC's strengths. Those areas exposed to the pressures of recession have shown their defensive abilities while those geared towards more active segments of the economy have pushed ahead unhindered.

The strongest area of growth has been electronics, automation and telecommunications where profits have jumped ahead by £30m to £210m for the year.

Those parts supplying the defence and telecommunications industries have been the star performers of the division.

Moreover GEC seems to be taking a far more aggressive approach towards some of its more difficult trading areas. The small machines business of the industrial division has been reshaped (now it is the turn of the larger machines operation) and the gas turbine side has a promising new product. Averys has come in for some remedial treatment and capacity has been hatched back by two-thirds at Schreiber furniture which turned in a £5m loss last year.

Meantime the famous GEC cash mountain grows with exceptional vigour. Last year the increase was a staggering £37m to over £1bn. To a certain extent that figure has been inflated by a sharp rise in engineering orders which seemed to expand customer advance payments by nearly £70m.

Also the Government, through its various agencies, is paying its bills a lot quicker than 12 months ago. Even with the £22m which GEC is returning to its shareholders' pockets this year, the group is expected to keep piling up its bank balances. The market is left guessing as to what is on, or off, the corporate shopping list.

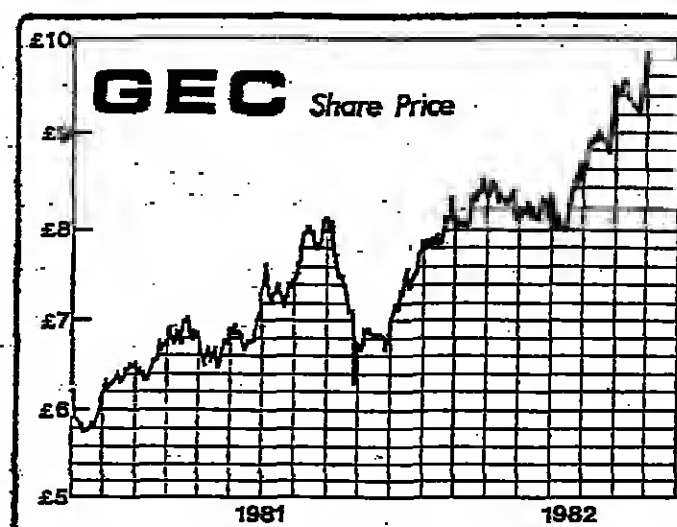
Minet waltz

Musical chairs in the insurance broking community. The St Paul Companies Inc, a major U.S. property and liability insurance group, decided to go down the London road in an effort to expand internationally. The UK company which it decided will fit the bill, and which it has been stalking for the last year, is Minet Holdings, the fifth largest of the seven remaining independent quoted UK brokers.

This week St Paul added 10 per cent of Minet's shares to its existing holding of just under 7 per cent, giving it a total of 14.99 per cent. The latest holding acquired probably cost the American group around £13m.

St Paul could purchase more shares next week under City rules and may well do so. It said this week "while we may consider making further purchases of Minet's ordinary shares in the future, it is our intention to remain a minority shareholder." The group felt that Minet would be better if it remained independent.

But Minet's equity is already being mopped up by U.S. investors. Cowi and Block, a large U.S. insurance broker, holds 20 per cent of Minet and



none of its shares have changed hands in the St Paul deal.

St Paul says that it has not developed any trading relationships with Minet and has asked for an seat on the UK broker's board.

There are many attractions for the U.S. group. Minet trades in over 100 countries around the world. It has wholly owned subsidiaries, a majority or minority investments in about 30 countries. Its overseas companies contributed nearly 40 per cent of group pre-tax profits of £14.8m in 1981.

St Paul transacts a large volume of reinsurance business which it places into the London insurance market through Marsh and McLennan and Marsh's Guy Carpenter and C. T. Bowring companies. That business may well stop growing for March as St Paul develops a closer relationship with Minet.

St Paul is one of the world's slowest growing insurance markets, due to its maturity, recessionary influences and intense competition. Like the brokers there, other U.S. insurers may well look to the British insurance market with its enviable foreign connections, to develop their business further. Exciting times are in store for the UK insurance community.

Flat S & N brew

Scottish and Newcastle's reputation as the problem company among Britain's major brewers has been restored to more suitable levels. Indebtedness is being held steady and the containment of borrowings in the second half is a good sign that this policy is being sustained. Gearing has been reduced from 33.6 per cent to 30.1 per cent.

S & N believes that these factors will lift it off its profit plateau. However, given its free trade dependence, such a take off needs a revival in the brewing industry's sales nationally.

July 4th blues

NEW YORK
RICHARD LAMBERT

IT HAS BEEN a disjointed and rather unsatisfactory sort of week on Wall Street, with a number of special seasonal factors making it even harder than usual to work out what's been going on. For instance, fund managers have been dressing up their portfolios for the end of the second quarter, with the result that trading volume has been surging up and down and money market rates have been leaping about erratically.

There have also been two big Treasury offerings, which had quite an impact on sentiment over the short term. Tuesday's went well, but Thursday's was judged a disappointment. To cap it all came the build-up to the July 4 celebrations, and it was clear yesterday morning that quite a number of traders had already sneaked off for a long weekend.

Behind this fog of special items, the underlying trends do not seem to have changed much with share prices still being pulled up and down by movements in the credit markets. Long bond prices rose by a couple of points in the first half of the week, and yields edged back under 14 per cent. That was enough to push equities higher, too, but there seemed to be little real momentum behind the move and all the gains had been dissipated by Thursday night.

It was a suitably lame note on which to end a half-year period during which it had been possible to lose an awful lot of money on Wall Street. The Dow Jones Industrial has fallen by a bit over 6 per cent since the beginning of January, but that gives rather a flattering impression of the overall picture. The Nasdaq composite index of over the counter stocks has slipped by about an eighth over the period, while the American Stock Exchange—which has a relatively high exposure to the energy sector—

has tumbled by more than a fifth.

So the fashion for investing in smaller, second line companies, which handsomely outperformed the big blue chips in the late 1970s, is looking a bit outdated.

Among individual industries, there have been some really spectacular losers. In the Barron's Group Stock Averages, gold mining shares have all but halved this year, while the steel, non-ferrous metal, building materials and machine tool sectors have all fallen by a quarter or more.

There have also been some big moves on the plus side. The airlines although still very depressed, do not seem to be heading for extinction. Bankruptcies at quite the speed which this index has bounced up by around 50 per cent since the start of the year. There have also been glimmers of hope in Detroit, and the automobile sector has risen by over a quarter in the half year.

More recently, the emphasis has been on the sector, which might benefit from an improvement in the level of consumer spending. According to value line, the six best performing industries in the Stock Market during the last six weeks have been—cement, brewing, sugar, paper, recreation, and soft drinks.

A reminder of just how tough things still are in some sectors of business came on Wednesday, when Xerox announced plans to cut the prices of a wide range of small to medium-sized copiers by an average of 27 per cent. The copier companies are doing horrible things to each other at present, for instance, the loss-making Savin Corporation promises a free Cadillac along with a few other little goodies to anyone who can buy a machine at a lower finance rate than it is offering.

Xerox's price cut move was aimed particularly at Japanese importers, which have been making big inroads into the lower end of the market.

Monday 811.93 -8.85
Tuesday 812.21 -0.28
Wednesday 811.93 -0.28
Thursday 803.27 -8.66

MARKET HIGHLIGHTS OF THE WEEK

	Price	Change	1982	1982
	Ytd	on week	High	Low
F.T. Govt. Secs. Index	69.39	+ 0.75	70.40	61.29
F.T. Ind. Ord. Index	543.0	- 6.1	594.0	518.1
F.T. Gold Mines Index	197.2	- 4.3	302.0	181.2
AB Electronics	270	+13	215	112
Avana	299	+13	300	240
BAT Inds.	815	-30	890	343
Sibby (J.)	275	+30	275	204
Braid Group	58	+ 7	58	34
BP	274	-24	324	274
Brotherhood (P.)	78	-18	146	78
De La Rue	447	-33	777	445
GEC	985	+40	985	788
Henlys	75	-13	119	75
Int. Timber	85	+ 5	92	78
Johnson Group Cleaners	265	+47	285	187
Kennedy Smale	165	+18	165	138
Minet	139	- 5	153	92
OK Bazzars	675	+85	875	590
Tokai S.A.	575	-375	625	180
Trent Hldgs.	45	+ 5	49	20

Independent schools—the facts

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Engine of growth misfires

THE MAJOR industrialised nations of the world may well have reached the trough of the present recession, but they are still bumping along the bottom and there are as yet no signs of any upturn.

That, at any rate, seems to be the general view of most economic commentators. Their caution is understandable, as many of their number were caught out rather badly recently, when they predicted a recovery by about the third quarter of last year.

This week, one man went out on a limb, and said that he believed we have already seen the lower turning point of the economic cycle, and the upswing has begun.

The speaker was Mr. Lyane van den Bosch, giving his last presidential address to the Chamber of Mines of South Africa.

He went on to warn his

audience that the recovery will be gradual, and the country's mining industry must expect to face severe difficulties for the rest of this year.

From next year onwards, Mr van den Bosch predicted, South Africa should be able to look to a gradual revival of the economy, in the wake of an improvement in mineral export earnings.

MINING

GEORGE WILSON STANLEY

Certainly, the country's economy could do with a boost from its mining industry, which has for a long time been regarded as the engine of growth.

That engine misfired badly last year. The shock was all the greater for the fact that during the 1970s, the industry had been able to accommodate big increases in costs because the prices received on world markets

for its products rose even faster than the prevailing rate of inflation.

This was especially true of gold and diamonds, which fared worst in 1981 among the country's wide range of mineral exports.

The happy situation of the 1970s was suddenly and dramatically reversed last year, as costs on the mines leapt ahead while mineral prices were experiencing some of the sharpest falls for many years.

Thus the value of mineral exports declined by 12.5 per cent to a total of R11,060m (£5.9bn). Diamond sales fell the way down, with a fall of no less than 38.5 per cent, while gold sales were off by 17.5 per cent.

Platinum and copper were also poor performers.

There was some relief in the gloom, however. Mr van den Bosch pointed out that, helped by the decline in the rand and vigorous marketing efforts on the part of the mining companies, revenue from other mineral exports actually increased last year.

Coal did best among these

other minerals, with the value of exports rising by 42 per cent.

It was not all bad news as far as gold was concerned, either. Mr van den Bosch said that the lower price and much steadier trend led to an increase of almost half in the amount of gold sent for use in jewellery manufacturing.

Better still, this phenomenon has continued into this year, and it can be reasonably expected that the jewellery off-take during 1982 will rise to more than 800 tonnes.

This will be welcome news for Anglo American Corporation, South Africa's biggest mining group.

Diamonds have also traditionally featured as a mainstay of group profits, and here the fall was much steeper. Anglo's diamond interests contributed just 9 per cent of profits, down from 17 per cent in 1980/81.

Overall, Anglo's earnings last year were not that much lower, in spite of these falls. This was mainly thanks to the industrial interests and coal, both of which made good progress.

A glance at the accompanying illustrations should serve to reassure anyone worried about the group's financial position. Even on the reduced earnings, the maintained dividend of 110 cents a share is well covered.

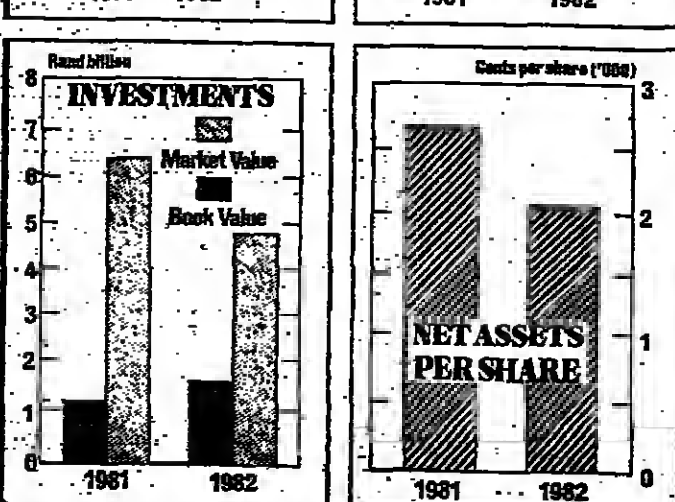
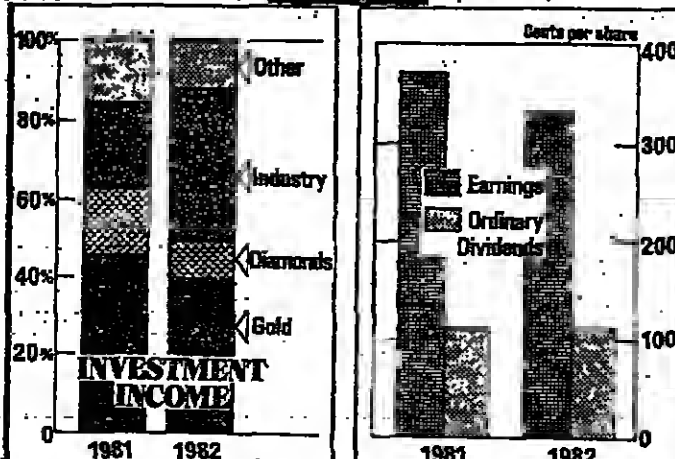
SOME OPERATIONS have been resumed at Chile's state-owned El Teniente copper mine, which was closed on Saturday because of bad weather.

The Chilean copper group CODECO said that transport remains a problem and the mine's Andina division is still cut off after the weekend's heavy snow and rain which caused snow and mud avalanches.

It is not yet known when normal operations will be resumed and a further degree of uncertainty has been added by more rain and snow and forecasts of worse weather to come. CODECO produces about 300,000 tonnes of copper a year.

ANGLO AMERICAN CORPORATION

Years ending Mar 31



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	1982	1981	
Earnings per share	3.03p	2.74p	+ 11%
Dividend per share	2.97p	2.70p	+ 10%

Growth over the last five years:—

Share price	+158%
Dividend	+141%
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FT All Share Index	+ 81%
Retail Price Index	+ 77%

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YOUR SAVINGS AND INVESTMENTS-1

Rosemary Burr on a problem for shareholders

The pinch on income funds

THERE IS nothing in the Trades Description Act to prevent a so-called income fund from cutting its dividend. All too often the terms high income, extra income and high yield are about as copper-bottomed as a plastic bucket.

Each year Premier Unit Trust Brokers of Bristol surveys the field of income unit trusts and puts them through their paces. Sad to say this year's report reveals that less than half the 76 income funds passed with flying colours in 1981.

Forty-one income funds actually reduced their pay-out to shareholders in 1981, five were unchanged and 30 funds managed to increase their dividends. Still, last year was arguably a tough test of any manager's skill as the recession continued to bite and even stalwarts of British industry felt the pinch.

More telling perhaps is the record of fund managers over the past three years. Premier has drawn up a list of funds which have increased their dividends at least in line with inflation and increased the

capital value per unit at least in line with the increase in the FT Ordinary Index.

The brevity of the list is rather a sad reflection on the management skills of the income funds. Barely 10 per cent of income funds managed to meet Premier's admittedly stiff objectives. The list of the seven inflation beaters where the offer price increased by more than 32 per cent from June 1, 1979 to June 1, 1982 is led convincingly by Stewart British Capital (Income) which managed to boost dividends by 107 per cent over the period.

Premier now says three-quarters of the income funds are on its "black lists" including, however, some which it expects to clamber back into favour within a fairly short space of time. When asked to name names Premier is maintaining a discreet silence but just to indicate the range of performance the brokers quote the case of the minnow Nelstar High Income. This fund with 134 unitholders has halved its dividends over the past three years and an investment of

£1,000 three years ago is now worth £360.

Less extreme examples are furnished by Arbutnot. Thus Arbutnot Extra Income has increased its dividends over the period by 8 per cent while the unit price decreased by 7 per cent. Arbutnot High Income has managed an 11 per cent dividend hike and a three per cent fall in unit value. A similar fate has befallen Arbutnot High Yield.

Among the funds that get the thumbs down from Premier are National Westminster Extra Income, London Wall Extra Income and London Wall High Income.

It seems that the performance of most of Premier's seven star funds is no flash in the pan. Premier has worked out a superstar for funds based on its annual rankings over the past three years. M & G dividend gets a special mention for consistently "turning up trumps".

Bracketed with M & G as dependable are Allied Hambro High Income, Framlington Income, G. T. Income and Schroder Income. Stewart British Capital, Unicorn Income, Henderson Income and Assets and Allied Hambro High Yield get an honourable mention.

As a general tip Peter Edwards, a partner at Premier says: "Don't go for too high yields. Unitholders should not be too greedy. Obviously it pays to look at the track record of the fund you are considering investing in. Edwards argues that "there are the good, the bad and the ugly here as everywhere else."

INCOME FUNDS			
Fund	Current yield %	Income in 1979-82	Income in 1981-82
Schroder Income	5.52	+52	+52
Stewart British Capital	5.56	+107	+47
Henderson Income & Growth	6.31	+61	+74
Abney Income	5.22	+60	+37
Unicorn Income	6.44	+43	+41
M & G Dividend	8.94	+53	+32
Allied Hambro High Income	7.09	+51	+42
Retail Price Index		+50	
F.T. Ordinary Index		+32	

Source: Premier Unit Trust Brokers

Taking on the taxman

CITY MERCHANT bankers are gearing up to take on the might of the Inland Revenue. At the centre of the dispute is the tax treatment meted out to investors in the £25m Lazard Sterling Reserve Fund, a Jersey based fund investing in UK money market instruments and gilts.

Under Jersey law the increase in the assets of the fund is treated as capital whereas such returns might be treated as income in the UK. The Inland

Revenue relying on Section 478 which contains provisions for preventing income tax avoidance by transactions resulting in the transfer of income abroad, has issued assessments which treat the gain on an investment in the fund as income.

Mr Joe Fielden, vice-chairman of Lazard Securities, says: "We are going to defend the issue." He expects the case to go to the House of Lords, but argues it is important to clarify the position for investors. Lazard Sterling Reserve Fund has sprung by two-thirds since the Inland Revenue sent a letter three years ago stating its plan to look at the possible application of Section 478 to investors. At that stage the Inland

Revenue only wrote to two sterling offshore funds, Lazard Sterling Reserve Fund, and Central Assets, then under Keyser Ullmann's wing, informing them of its interest. Both funds, in turn, told their shareholders of the Inland Revenue's letter and acting on the nod is as good as a wink principle other groups stopped actively promoting funds operating in the same way.

As Fielden argues: "The Inland Revenue, by writing one letter, has effectively achieved what would normally require a piece of legislation." The message for investors is that it is going to be a long haul but Lazard is willing to fight it out on its investors' behalf.

Houses and income tax

I would be most grateful if you could help me. I have Inland Revenue leaflets on the following subjects but I cannot make head nor tail of them.

Are two grandsons who provide a home for their 77-year-old grandmother eligible for tax relief on interest paid on a mortgage they pay on that property?

Does the "rent free accommodation" clause preclude any rate rebate on the grandmother's home?

Would the tax concession still apply (providing they qualify for it in the first place) if grandmother stayed with her sister (sick), for periods of up to three months?

If two or more people trade in partnership letting a house which they are buying on a mortgage OR a personal bank loan, can the income from lettings be offset against their personal taxation paid to them as employees? (Employed as teachers.)

Is it necessary for legal papers to be drawn up in case of such a partnership or can they just submit details of any income to the Inland Revenue themselves? (After informing the Revenue of their initial intentions?)

1-Yes, in principle. (See paragraphs 10 and 13 of booklet IR11).

2-Not necessarily.

3-Yes.

4-No (if we have correctly understood the question).

5-Yes (to the first part of the question), broadly speaking.

We recommend that you seek local professional guidance. Doing it yourself can prove a false economy in the property field, which is beset with pitfalls for the unskilled.

Child's income and grants

Referring to the practice for a parent to covenant income to a child at university to cover the parental contribution element in the grant and/or other associated expenses, I understand that if a child's income exceeds £345 per annum, his grant is reduced for £. Why, therefore, is this practice of covenanting not largely

self-defeating? My position, as a divorced father, is that I have a son whose normal residence is with me, and for whom I have effected such a covenant which seems to have worked satisfactorily. My daughter lives with her mother and is in receipt of maintenance payments of £18 per week under a court order. I am told that the excess over £345 will reduce her grant for £ when she starts at university this autumn. Would it not be sensible to have the court order varied so as to discontinue the maintenance payments to my daughter and to substitute for them a privately agreed covenant?

Since a covenanted annuity to an adult child is treated as the parent's own income for excess-livelihood purpose (i.e. for investment income, share and higher-rate income tax), it is not treated as the child's income for grant purposes.

If you would incur an excess-livelihood tax bill upon making the change, you must balance this disadvantage against the prospective disadvantage of the existing arrangements. There is rarely an ideal solution to tax-related puzzles, particularly those which involve anti-avoidance legislation such as chapter IV of Part XVI of the Income and Corporation Taxes Act 1970.

A claim to inherit

A man living with his second wife died intestate and she was granted probate net £19,000. He was divorced from his first wife and they had a son. Have they any claim on the estate? The first wife and son could have a claim on the estate under the Intestacy (Family Provision) Act, but what, if anything, they would be awarded would depend on the view a court took on the merits of their case.

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

FINANCE AND THE FAMILY

BY OUR LEGAL STAFF

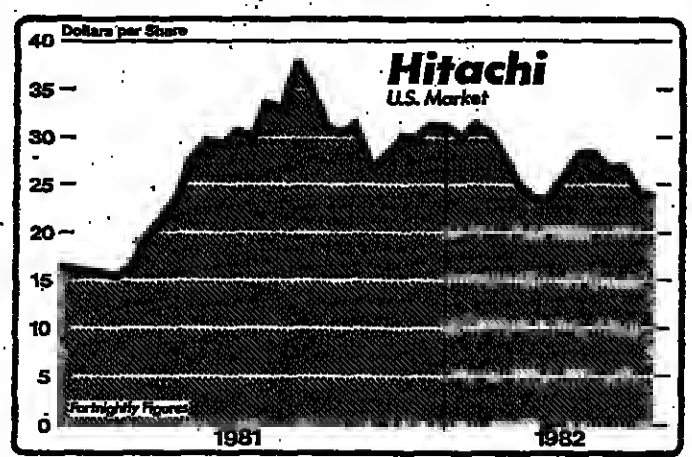
The strange story of Hitachi, Mitsubishi and the FBI connection

John Makinson reports on how a scandal in California spread all the way to Japan

OVER THE past fortnight the Tokyo stock market has seen a whiff of scandal, pungent enough to drive down the overall level of share prices. Yesterday the Nikkei-Dow Average dropped 94.51 points to 7,084.87, its lowest level since March.

On June 22, 16 employees of Hitachi and Mitsubishi Electric,

two of Japan's leading electronics companies, were arrested in California and charged with paying almost £400,000 to an undercover FBI agent in return for the theft of IBM computer secrets. The Hitachi share price, which was standing at close to ¥700 (160p) in mid-June fell through



Tax loophole closed

THE UNCERTAINTY over the tax status of "secondhand bonds" was ended last week. Mr Nicholas Ridley, Financial Secretary to the Treasury, announced that the relevant sections of the Taxes Act would be amended so that life policies that are assigned will still be subject to the normal income tax charges, instead of the more favourable Capital Gains Tax charges.

Although the amendments to the legislation will not be made until the 1983 Finance Bill, they will be effective from midnight on Friday June 25 1982.

Thus there is no longer any tax advantage in buying a bond second hand from a third person—a tax planner or an insurance intermediary—compared with buying the bond direct.

But Mr Ridley's statement also implies that all second-hand bonds bought before the deadline will be subject to CGT only and that the amendments will not be applied retroactively, that is to future cashing in of existing contracts.

Thus the controversy on whether it was morally right to market such bonds and whether indeed they did escape the income tax net has been resolved by this belated action by the Treasury.

But there are still two uncertainties over existing second-hand bonds that are unlikely to be resolved until next year's Finance Bill is published.

All bonds contain the option for investors to increase the value of the bond at any time by any amount. With such future increases escape the changes and be subject only to CGT? If so, existing holders will have an extremely valuable asset. Secondly, the situation over interest free loans, an essential feature in second hand bonds, needs to be resolved.

SECOND-HAND BONDS

ERIC SHORT

The Life Offices Association expects to be consulted by the Revenue on the proposed legislation. Mr Michael Oppé, Secretary-General of the association said it would try to ensure that the changes achieved the immediate objective of changing the tax status of secondhand bonds without upsetting the tax arrangements for genuine assignments of life contracts. It would also seek to resolve the above uncertainties.

However, the statement last week made no mention of other forms of tax avoidance on life contracts. In particular the Capital Investment Bond from Skandia Life or the Capital-plus

Income Bond from Merchant Investors.

These bonds provide tax-free investment on life bonds by a highly artificial arrangement of term life contracts and a qualifying regular premium policy. These contracts have been discussed in detail in previous articles in these columns.

Tax planners and insurance intermediaries, who had looked forward to several months of business with secondhand bonds, are almost certain to switch their attention to these Capital Investment Bonds. They are not going to put their clients into other forms of tax planning when life contracts such as these offer more efficient tax avoidance and higher commission payments.

Skandia and Merchant Investors both state that they do not intend to alter their low key marketing stance on these products. But then they do not really have to. With a virtual monopoly of this tax-efficient scheme, the planners will continue to sell.

Several other life companies, previously active in secondhand bonds, have indicated that they will be marketing Capital Investment Bond style schemes as soon as possible. But since such schemes are administratively complex, the launch dates could be a few months away.

The Treasury needs to clarify this situation as it has done with secondhand bonds. Otherwise last week's action will turn out to be superfluous.

But until this sensible practice catches on, those without French franc bank accounts wishing to send cheques to obscure addresses in Paris to cover central heating main-



tened by the troublesome strength of the U.S. dollar and the threat that this poses to Japanese interest rates.

The gap between short term yen and dollar interest rates has reached around 84 percent age points, enough to apply sharp downward pressure on the yen when the domestic Japanese economy is losing its traditional growth characteristics.

The Ministry of Finance is apparently reluctant to allow domestic rates to rise significantly, because of the effect this would have on the government's borrowing costs, but it may soon have little option.

Some signs have recently emerged, for example through department store sales, that the long delayed recovery in consumer demand has begun, albeit very slowly, but the investment picture is dominated

by the yen's depreciation since the beginning of this year—it traded last week at roughly 255 to the dollar—

but the boost which this would normally give to export competitiveness has been cancelled by the weakness of consumer and industrial demand in Japan's main export markets.

At the same time, the dollar-denominated commodities on which Japan is so dependent have been rising in value. The result has been that several former growth sectors, such as the Hi-Fi business, are under-

going their worst period for years. The market may now be cheap enough to encourage some buying among the recovery stocks, but not many investors appear convinced that the moment has already come.

Taking French leave

David Marsh on the problems of moving you and your money abroad

ANYONE preparing to leave British shores to set up home abroad faces a number of intrinsic difficulties beyond those of finding a non-strikebound train or tube to travel to the airport.

One of the chief problems is undoubtedly financial. Moving to a foreign country—in my case, France—requires a certain amount of what Euro-currency bankers euphemistically call "front-end loading".

In other words, the chunk of money has to be heard passing from hand to hand before basic services are provided.

This is where patience is needed. More than 24 years after the ending of exchange controls, it is still extraordinarily difficult to send money out of Britain in cheques drawn on foreign currencies.

Midland Bank has announced a plan to issue Continental style Eurocheques in which the chosen currency can be filled in at the time of payment.

But until this sensible practice catches on, those without French franc bank accounts wishing to send cheques to obscure addresses in Paris to cover central heating main-

tenance contracts or furniture insurance will have to be content with the archaic system of bankers' drafts.

This normally requires several days' waiting if the remittance request is made through a branch office. If, as in my case, the process needs to be speeded up, two trips are necessary to Lloyds Bank International Division's offices in Eastcheap to enable the paperwork to be completed.

Now that cross-border banking is within the grasp of everyone in the UK, the solution to this type of bureaucratic entanglement seems to be simpler: open a bank account in Paris.

With the franc now the sick currency of Europe, French banks welcome foreign account holders with open arms. At the office of Société Générale my wife and I were instantly swept into a side office to receive an nerve-jangling dissertation on the range of accounts available.

Only one snag. While money could be paid in (preferably as much as possible) it seemed rather more difficult to take it out again, at least until the carnet de cheques arrived (which would take a week or so).

Under the sweeping exchange controls now in force foreigners intending eventually to leave France are advised to opt for "non-resident" bank deposits. Only foreign currency can be paid into these accounts but the money can be transferred out of the country again assuming there is any left.

Easier driving

BRITISH MOTORISTS have never had it so good for over a decade, as far as the cost of their insurance is concerned. Their premiums this year in many cases are the same or lower than last year—a welcome feature after a decade when percentage increases each year have never been less than double figures.

There are many reasons, but basically, insurance companies want to expand business in areas that look attractive. After a decade of high premium increases, the cost of insurance to the motorist can be at least £100. So the motorist is worth attracting.

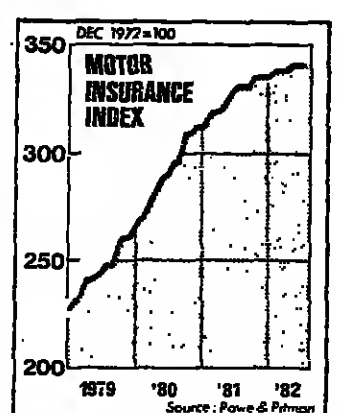
Companies have set about this by first keeping their basic premium rates unchanged for as long as possible until losses become too high. In real terms this means a reduction in the cost of motor insurance.

They have made a detailed examination of the incidence of claims by geographical area and have cut rates in those areas where the number of claims is below average. They want to attract or keep the favourable business.

This situation is summed up by the announcement made this week by Sun Alliance, which has 200,000 motorists on its books. The company used to revise its premium rates frequently, sometimes three times a year in the 1970s. It changed its pattern after the April 1980 increase which it held to July 1981 and they lifted its rates by 7½ per cent—well below the then inflation rate.

When the anniversary arrived this week the company announced a freeze in rates which it hoped to hold until the new year, plus substantial reductions for motorists in several areas of Britain. For these motorists it meant that premiums in 1982 were lower than in 1980.

But Sun Alliance is not the only company to do this.



Commercial Union passed its annual rise due on June 1. Guardian Royal Exchange that due on July 1. General Accident, the largest of all motor insurers, held its rates steady for two years before announcing a 6½ per cent rise on August 1.

The lesson for motorists is obvious—shop around for your motor insurance.

This may sound a daunting task for an individual on his own. But firms such as Quotel operate a motor insurance rates service to which insurance brokers can subscribe. This service provides a complete list of premiums charged by all motor insurers, including Lloyd's syndicates, for the individual motorist.

The insurance companies deplore this shopping around on the grounds that chopping and changing sends administration costs soaring and the motorist has to pay for these costs.

In this case one would expect the insurance companies to reflect this in charging lower premiums to those motorists who renew their insurance with them. But very few companies, the Co-operative Insurance Society being the most notable, give such a loyalty bonus. A rethink is needed by the companies.

Stamp of Royalty

THE ULTIMATE gutter collection. "No, it's not an assortment of the back numbers of certain tabloid newspapers, but a description by Stanley Gibbons of its official first-day cover collection in honour of the Royal Baby.

This consists of 90 first day covers, 15 each from six Commonwealth countries: New Zealand, Kiribati, St. Kitts, St. Vincent and the Grenadines, Tuvalu, and the Cook Islands.

The stamps themselves commemorate the Princess of Wales' 21st birthday but, taking advantage of happy coincidence, are overprinted with the words "Royal Baby".

In each collection, covers containing the top value stamps are "individually" signed by one of the artists. Where does the "gutter" come in? Postal authorities sometimes incorporate designs in the middle row of their stamp sheets rather than leave them blank, and the central stamps on either side of the separating margin are called "gutter pairs". All the



stamps in the Royal Baby collection will be "gutter pairs".

The entire collection will cost you £198, 25 per cent over the face value of the stamps, but you can spread the cost over 12 monthly payments of £16.50.

"In this promotion you have to buy the whole lot," says Mr Michael Allen, marketing director of Stanley Gibbons.

According to Stanley Gibbons Promotions leaflet "these collections will have a value far beyond any escalating monetary worth that may accrue to them in the future." If you are after "escalating monetary worth" then this is not for you.

As Michael Allen says: "We are very careful not to use the word 'investment' about this, and we're not selling it as such—its appeal is topical. I can't say that it will appreciate in value, but then all stamps are non-reluctant assets that can go up and down in value."

Mr Michael Mayall, a philatelic expert at Sotheby's, explains why such collections, though suitable as a memento or gift, are not good investments: "There's such a vast interest in this sort of thing, and they sell so well, that it's never going to be scarce."

Dominic Lawson

Death wish

THE LAST thing you want to worry about when a member of your family dies is money. All too often the bereaved are drawn into a complex legal web which could largely have been avoided if a will had been made and information on the deceased's financial affairs were easily accessible.

Now Dauphin Publishing has come up with a form called the personal estate record which is designed to fill this information gap. The form is three pages long and space is provided to fill in details of professional advisers, bank and building society accounts, mortgages, pension, insurance, savings, investments, assets and responsibilities.

Also included is an inset on the laws of intestacy in England and Wales. Dauphin argues: "Few people know these rules, in particular it is widely believed that the whole

of a married person's estate passes to the spouse." This is only true if there are no children, parents or siblings.

The idea of putting all your financial particulars in one place is well worth adopting. However, it is best to make sure that the information is locked away securely—perhaps in a bank vault. Anyone with fairly diverse investments may find they need more space than that provided on Dauphin's form but at least they can record the essentials.

The personal Estate Record is available at £1 plus sea form Dauphin Publishing Company, 118A Holland Park Avenue, London W11 4PA.

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"GOOD TENANTS rather than rich ones, are the most desirable," Sir Ian Macgillivray, Western Heritable Investment Company's chairman, admitted at the recent launch of a new penthouse built on the top of 55 Park Lane, London, W1.

"Although I could not afford to live here," he says, speaking like a good Scot about the premises originally built by his Glasgow-based family firm around 1934, and points out that his own London home is in the more modest area of Fimbo.

To stay in one of the exceptionally stylish furnished Park Lane apartments costs from £300 to £900 a week for a year's let. But then the Oliver Messel Suite at the Dorchester next door is £380 a night, and "we do not usually reserve it for short visits," the management told me.

Western Heritable's three-bedroom penthouse, complete with pleated silk covered ceilings, Wedgwood and works of art is already rented to a company for a family for three months. The rate is £1,300 a week as it is a short let.

Letting agent Miss Hilary Potter of Hamilton and Sons, 6 Arlington Street, SW1, says the accommodation is ideal for business meetings and entertaining, and is likely to appeal to overseas or UK businessmen looking for a top-quality London base.

The international affluent businessman is also the target for Thorney Court, Palace Gate, W8, initiated this week as a luxury furnished letting project. It cost some £8m to build (by Costain Construction to the design of John R. Harris Architects), and £1.2m to furnish.

Rents for the 60 spacious apartments with their one to four bedrooms, some with views of Kensington Palace and Gardens, are from £260 to £900 a week for periods of 22 days up to a year. Funding has come partly through direct investment and partly by loans through the Royal Bank of Scotland.

Thorney Court Management Company, which holds the building on a 51-year lease from the freeholders, has been estab-



lished to develop and supervise the undertaking, and managing director is Mr Ralph Carver, former chief executive of Earl's Court and Olympia, who now manages the Dubai Trade Centre with its exhibition interests and service apartments. Managing and letting agents are Mr Anthony Margo, Keith Cardale Groves, 48 North Audley Street, W1, who will send a brochure listing the amenities of the block which has underground car-

parking. Even in the less fashionably sited districts, private accommodation with out-of-date plumbing, well-worn carpets and shabby patched chintz, however reminiscent of former elegance, is just not acceptable any more in the higher levels of the furnished rental market.

Modern bath and kitchen fittings, stylish furniture, certainly colour television, even video machines, stereo systems and saunas, are now the norm in quite average homes in exchange for a worthwhile rent," says Mr John Birch, chairman of the newly-formed Association of Residential Letting Agents. And most up-market lets are to overseas visitors, particularly Americans. They expect a high standard.

The aim of the association is to protect the public and to regulate itself in an industry which in Central London alone is estimated to be turning over more than £200m a year. With over 30 founder members, and

20 more under way, they will act as the market's watchdog for landlords, tenants and agents, with members able to draw on a pool of up-to-date information on general legal matters, current housing and taxation legislation.

The right management service is of particular importance too, insists Mr Birch, who runs Birch and Company, and has been personally involved in the furnished rental market for nearly 30 years. "This means regular inspections and pointing out that what might seem a trivial repair, ought, in our opinion, to be given immediate attention, rather than being left and allowed to develop into something more serious."

For a full management service Birch charges right the way through the tenancy an extra 5 per cent of the total rent. The initial commission is 10 per cent of the total rent for the first year or part year of a tenancy, reducing to 7½ per cent of the total rent if the tenancy extends into a second or subsequent year.

Most of the properties the firm handle are private homes, available while the owners are working overseas or in other parts of the country. "From a tenant's point of view living in what is someone's home is desirable because the property is usually furnished and equipped to a quality standard, as well as having 'home-like' ambience."

Landlord or tenant, if you want information, advice and a

list of members, contact Mr Birch, The Association of Residential Letting Agents, Dorville House, 14 St. John's Place, London, W1 (01-499 8802). Out-of-London members include A. C. Frost of Beconsfield, Bucks, and Mays Partnership of Orsham, Surrey.

Several of the association's members will take on the refurbishment of a property for letting. Kathi Graham, 18 Montpelier Mews, SW7, in the business for 17 years, will organise a package of purchase, doing-up and renting out. Her recent listings range from a one-bedroom apartment in Gloucester Street, SW1, £20 a week for a year's let, to a five-bedroom, three bathroom house in Seymour Walk with a sauna and swimming pool, £2,500 a week for short periods.

Jacqueline Ironside of 51 Beauchamp Place, SW3, maintains that the unwarranted fears of private landlords concerning the Rent Act has led to a serious shortage of good quality property at the top end of the residential rental market. "This summer it is the top-end sector that is most in demand, especially for family accommodation with three or more bedrooms, at prices from £250 per week upwards. Good property up to £500-£600 per week is taken up immediately, particularly if it has a garden."

Miss Ironside insists that safe letting is possible because by far the largest proportion is to

executives working fixed-term contracts. "This provides the guarantee they will leave the property, and in the majority of cases, the agreement is between landlord and the company for occupation by the employee. This puts everything on a professional rather than a personal level."

Jacqueline Ironside also works in association with architect and interior designer Pierre Fowell to offer a complete, cost-effective service to help owners provide more interesting accommodation. "By increasing the space available the rental and the capital value increases for the owner, and the rate becomes cheaper on a cost per head basis for the tenant."

For instance, Victorian buildings often have very high

Below: Thorney Court, Palace Gate, London, W8, with views of Kensington Gardens and Palace, launched this week as a luxury furnished letting project, cost around £8m to build and £1.2m to furnish. Rent for 60 large one to four bedroom apartments plus two penthouses are £260 to £900 a week for periods from 22 days to a year. Architects John R. Harris, builders Costain Construction, and managing and letting agents Anthony Margo, Keith Cardale Groves, Left: Jacqueline Ironside and Pierre Fowell show how a space-wasting attic can be converted into elegant furnished accommodation, with fine light and exposed wooden beams, providing better facilities for the tenant, and a higher rental and capital value for the landlord. Details Ironside, 51 Beauchamp Place, London, SW3 (01-581 5877.)

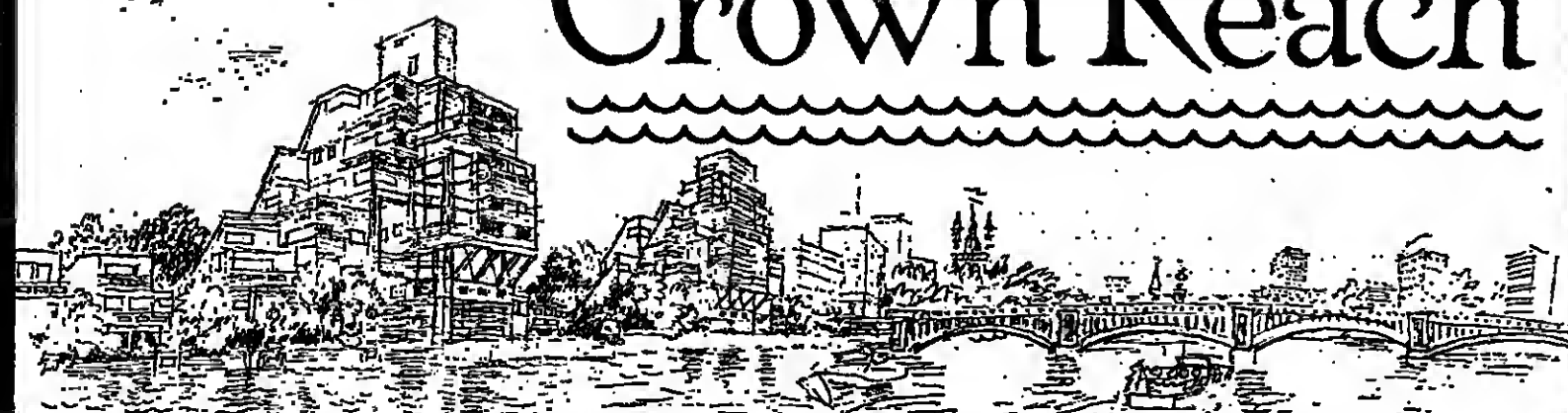


ceiling. So we would plan the new layout to take advantage of this, providing bedrooms with the dining and service areas underneath, installing modern kitchens and bathrooms in a design which fits the shape and form of the building—all within a space that might have only provided an apartment for one before."

Basement apartments represent a large proportion of the cheaper accommodation in London. "They often fail to take advantage of the garden. For example, the retaining garden wall could be removed, allowing a proper garden to be sloped or tiered down gradually. The result is an apartment with natural lighting and an attractive outlook for comparatively little cost."

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Saturday July 3 1982

An expensive education

THERE IS a reason to believe that the reading of Mr Ray Backus, the Aslef general secretary, extends to the Bank of England and Quarterly Bulletin. Mr Backus, in the latest edition published this week, conveys a message that is highly relevant to his membership as a preparer for an all-out strike starting at midnight tonight. The instructive reading is to be found in a table on corporate profitability. It shows that pre-tax real rates of return in British industry and commerce reached their lowest ever recorded level in 1981 of 2.7 per cent.

The first lesson implicit in this bleak statistic, which should be read in conjunction with last month's unemployment figures, is purely historic. It is that the present Government's initial attempt to control inflation primarily through monetary restraint succeeded mainly in protecting real wages at the expense of profits and employment. The total of Britain's unemployed probably not now be running at more than 3m if wage bargainers in the private sector had been able to grasp the implications of monetary policy, particularly for the exchange rate.

Price paid

There was, to put it at its simplest, a failure of communication. Needless high unemployment is the price that has had to be paid for educating people in the realities of free collective bargaining in the private sector in a period of monetary constraint.

The second lesson can be gleaned from a more detailed analysis of the figures. The underlying trend in real profitability is not quite as gloomy as it looks because profits have been heavily depressed by redundancy payments which secure future profits by raising labour productivity. It seems probable, too, that investment in labour-saving and energy-saving technology has been accompanied by accelerated scrapping of obsolete capital equipment, so that the estimate of capital stock in the national income accounts has been increasingly overstated of late; this would have the effect of artificially depressing returns.

Note, too, that rates, which are one of the fastest growing components of companies' costs, are classified as a cost of production rather than a tax. The Bank of England believes that the pre-tax real rate of return between 1973 and 1981 would have been about one and a quarter percentage points higher if rates were excluded.

Among the home truths that these points underline are that the pressure for productivity is much greater in the market sector of the economy where the discipline of redundancy operates; and that the immunity

enjoyed by much of the public sector, including local government, from redundancy imposes a cost on everyone else. The market sector cannot go on providing a free lunch in this way of inflation.

BR's chairman Sir Peter Parker has insisted that pay and productivity on the railways should be rigidly linked. This is entirely reasonable given that British Rail is expected to lose £165m in the current year and already enjoys substantial subsidies to keep open uneconomic lines. But although Sir Peter has been warning all concerned that there may be no jobs to go back to in the event of a prolonged strike the message has only partly sunk in.

While delegates at the annual conference of the National Union of Railwaymen overturned a strike call by the left-wing executive of the union on Monday, the more militant Aslef refuses to accept British Rail's proposals for flexible rostering except to a modest and experimental extent.

Implications

Trade unionists pay attention to the long term implications of declining profitability when they decide that the survival of the enterprise is at risk. By now the writing is on the wall. Today British Rail can no longer take for granted that the government will continue to see it as an essential public service.

The writing is similarly on the wall for the Civil Service. The Megawatt report, the proposals of which we published this week, proposes radical changes in the Civil Service pay system, involving a shift towards a more market-related method of pay determination. Crucial among the recommendations is the suggestion that the system will provide for the reconciliation of the cost of civil service pay settlements with national, economic and financial considerations.

The problem in the public sector is not so much one of communication, as about human reactions. Everyone knows that pay restraint is desirable, but no one individually wants to strike a wage bargain that falls below the average. Structural adjustment imposes a burden that everyone will put off if they can, and institutions, not least craft unions, are not designed to accommodate change.

The Associated Society of Locomotive Engineers and Firemen, to give it its full, period-piece title, has been trapped by its history into a costly struggle for survival instead of seeking to adapt to a world in which high-cost, low-efficiency railways have no future except as part of the leisure industry. As in the private sector, education in the reality of pay bargaining may yet prove to have a sadly high cost.

BRITAIN'S railways will be strike-bound from midnight tonight for the second time in a week unless some desperate last-ditch peace initiative can persuade the train drivers' union Aslef to call it off.

But in a week of extraordinary developments on the railways, perhaps the most remarkable of all has been the new, hard-line attitude of the British Railways Board to industrial relations.

This week began with the National Union of Railwaymen's annual delegate meeting voting to suspend a strike over pay and productivity called by its executive. The stoppage, which began on Monday, was over by Tuesday night.

But less than 24 hours later, leaders of the Associated Society of Locomotive Engineers and Firemen had called a strike from tonight over a different productivity issue—flexible rostering.

Although the two strikes have separate immediate causes, they both result from long and complex negotiations between British Rail and the unions to improve productivity—to bring about changes the Board says are vital to safeguard the industry's future.

In the past the BR Board has always adopted a softly-softly approach favoured by the generally conciliation-minded professionals in its industrial relations department and personified by Mr Cliff Rose, BR's industrial relations Board member.

However, there is now clear evidence all that has changed. The hard-liners have taken over—in the BR Board, in the Cabinet and in the Department of Transport—and even Mr Rose is uneasily adopting the new philosophy.

Sir Peter Parker, BR's chairman, said yesterday: "I do not believe in confrontation as a way of life." Under the old conciliatory line, that would have been it; under the new hard-line policy, he added: "Let us be clear that this time a compromise is out of the question."

The new, tough mood in Rail House has taken a number of concrete forms:

● Pay. BR has withdrawn its offer of 5 per cent from September.

BR is seeking six main productivity improvements. The BR Board estimates that five to six years after implementation, the changes could mean annual savings of nearly £36m and 6,000 posts.

The six proposals, the response to which the unions concerned, and the current state of each of the initiatives are:

(1) FLEXIBLE ROSTERING. Savings: £5.25m. Posts: 350. Union: Aslef/NUR.

Effect: Move from current rigid eight-hour shifts to more flexible 7-9 hour turns of duty.

Response: Acceptance by NUR, after considerable opposition. Refusal of idea by Aslef led to 17 days of strikes in the winter, costing BR



Sir Peter Parker, BR chairman (left) and Ray Backus, the Aslef leader: opponents in a week of extraordinary developments

because of last Monday's NUR strike.

● Finance. The Government will build back payment of the Public Service Obligation grant, paid to subsidise unprofitable but socially necessary railway lines during the Aslef strike.

● Laying off staff. Employees who turn up next week when the Aslef strike is in force will be paid—but after that the BR Board will review the position. It is expected that the board will have little choice but to stop payment of all staff after that, because the Government will stop the £18.5m weekly PSO grant, and because BR has strict limits on the amount of its short-term borrowing.

● Closed shop. BR broke the threat of internal union discipline against non-strikers—which could lead to them losing their job—by saying that for both the NUR and Aslef strikes, loss of trade union membership would not be cause for dismissal.

● Arbitration. Even after the NUR agreed to call off its strike, and put the issue to arbitration at the Railway Staffs' National

Tribunal under Lord McCarthy, BR specifically stated that meeting any award would depend on BR's financial position.

● Direct appeals. Frustrated by what Sir Peter claims is an instruction by the Aslef executive to its members not to talk to BR about flexible rostering, BR has circumvented union leaderships to write directly to Aslef members and before them all railway staff, asking them to defy their unions and refuse to strike, and letting great stress on the threat to their own jobs if they followed union instructions.

● BR has been prepared to abandon its own compromise proposals in the key productivity area of flexible rostering and simply impose the rosters. Then, having finally won from Aslef the major concession of agreeing to an experiment on rostering, it has refused to lift the imposition of the new rosters until Aslef calls off its strike.

Why the change? There are a number of reasons. Perhaps the most important is a marked shift in the attitude of the

Government. In the winter, with demand for such key rail freight items as coal high and stocks being depleted, Ministers seemed uneasy for a major fight. Now, though, buoyed up by the Falklands success, the Government attitude is in no doubt firm and support BR—even if it means a long strike of, say, three months.

This firmness has reinforced the view of the hard-liners in BR, who felt that the Board should have stood up and fought in August last year when a national rail strike was narrowly averted by a fudged compromise, and in February this year, when the whole issue was put to Lord McCarthy.

BR has slowly and with difficulty for an industry where the unions play such a large part in planning and shaping policy—begun to perceive a gap between the union leaderships and their members.

About 80 per cent of NUR guards have accepted flexible rostering, despite the arguments against it by the NUR left. The calling off of the NUR strike by its annual dele-

gate meeting this week in Plymouth showed the gap clearly.

An internal BR poll—statistically limited, but probably no more unrepresentative than some union executive viewpoints—showed that most railway workers opposed a strike, and thought if there was one the Government would reduce the size of the network. Of NUR members sampled, 66 per cent were against a strike. The Aslef vote at 53 per cent was lower—but still a simple majority.

Perhaps even more significantly for BR's new policy—adopted from BL—of direct appeals to the workforce was the fact that 37 per cent of the NUR members polled thought the union should have consulted them before calling a strike. Furthermore, 74 per cent of Aslef members also thought so. BR believes now it can exploit this kind of gap—and hopes that its message on jobs will get through to Aslef members, as it did with the NUR, and crack open the unanimity of previous strikes.

Aslef itself is in a different position than in the winter. Then, it played cat-and-mouse with one- and two-day strikes. Now, in an all-out strike, with the NUR stoppage called off, it stands isolated and exposed.

Union members may not want to lose any more pay, after losing perhaps £400 from the 17 days of strikes earlier this year. Though it has assets now of £2,605,543, the large majority of these are non-liquid: the union will not pay strike money.

Aslef has little public support—especially compared to other striking groups, such as the nurses. NUR delegates at this week's conference recognised this: how much more so for Aslef? Partly through distorted reporting, Aslef is held up as trade union ogre.

Less importantly for the public, but crucially from an industrial relations point of view, Aslef is clearly in the wrong. The case for flexible rostering has gone through the industry's negotiating procedure, and the full weight of the railway tribunal has come down in favour of BR. Aslef claims the system is unworkable; but it has lost the argument about the sanctity of procedure and agreements.

Accordingly, as BR has got harder, Aslef seems to have softened up. The union's agreement to an experiment in rostering, limited though it may seem to outsiders, is a major shift precisely because of its previous intransigence.

BR officials are suspicious. They feel that Aslef—past master at "unofficial" and "spontaneous" strikes—might well ensure that its own experiment goes particularly well, and the flexible rostering experiment: poorly.

BR has believed the unions before—perhaps once too often. In a week of extraordinarily tough moves and language by BR, one statement stood out: "BR says that enough is enough. Aslef have played the delaying game for too long. There is no guarantee that they will deliver if the Board shows any sign of giving in now."

There could be no clearer indication of the new dominance in BR of the hard line.

... AND HOW THE BOARD HOPES TO IMPROVE PRODUCTIVITY

BR is seeking six main productivity improvements. The BR Board estimates that five to six years after implementation, the changes could mean annual savings of nearly £36m and 6,000 posts.

The six proposals, the response to which the unions concerned, and the current state of each of the initiatives are:

(1) FLEXIBLE ROSTERING. Savings: £5.25m. Posts: 350. Union: Aslef/NUR.

Effect: Move from current rigid eight-hour shifts to more flexible 7-9 hour turns of duty.

Response: Acceptance by NUR, after considerable opposition. Refusal of idea by Aslef led to 17 days of strikes in the winter, costing BR

about £100m. Arbitration tribunal decision in favour of BR; Aslef rejected this. BR ready to impose new rosters; to counter this, Aslef called indefinite strike from midnight tonight.

Current state: Compromise proposal by BR—flexible rostering to be tried on the Scot-

land. Aslef proposals in another part of the country at the same time. Aslef now accepted this idea—but BR want strike called off before talks.

(2) SINGLE MANNING OF PASSENGER TRAINS. Savings: £1.7m. Posts: 330. Union: NUR.

Effect: Displaces guards from trains where newly-capitalised technology—electrification, signalling, rolling

stock, driver/signalmen communications—allows for it. Example—Bedford—St Pancras.

Response: Refusal by NUR. Instead, union proposed a scheme to use guards to collect fares—linked with (8).

On Bedford-St Pancras this would require an extra 30 guard jobs plus a 14 per cent pay increase. NUR called national strike over this issue and pay, called off this week to allow issue to go to arbitration.

Current state: Compromise proposal by NUR to run its scheme as a trial on Bedford-St Pancras from October-December. Compromise proposal from BR for another simultaneous experiment—run NUR scheme from Bed-

ford-St Albans, and BR scheme from there to St Pancras.

(3) MANNING OF FREIGHT TRAINS. Savings: £13.5m. Posts: 2,500. Union: NUR.

Effect: Removes guards from freight trains. BR looking for three pilot schemes—including one from Port Talbot to Llanwrda.

Response: Extreme NUR reluctance to accept the proposal.

Current state: Compromise proposal from NUR for a two-day examination of idea before full-scale experiment.

(4) SINGLE-MANNING OF TRAIN ENGINES. Savings: £12m. Posts: 2,300. Union: Aslef.

Effect: Breaks long-standing

agreement with Aslef on double-manning by drivers in specified but widespread circumstances.

Response: None at all from Aslef. Much more serious threat to union and its members even than flexible rostering. Prospect of major confrontation with BR.

Current state: No movement.

(5) TRAINMAN CONCEPT. Savings: £2.5m. Posts: None saved. Union: NUR/Aslef.

Effect: Shatters current rigid lines of demarcation between NUR and Aslef over lines of promotion to train driver. Staff would cross existing union boundaries in rise from station staff, for instance, to driver.

Response: NUR—whose members stand to gain most—is keen and has submitted its own proposal. Aslef—whose members stand to lose most—has not responded.

Current state: No movement.

(6) OPEN STATIONS. Savings: Not yet quantifiable. Posts: None saved. Union: NUR.

Effect: Replaces staff on stations by staff on trains who check tickets and take money. Automatic security machinery in stations.

Response: Good from NUR—partly because of projected halving of (2) as a way out for the union of single manning.

Current state: Agreed. BR's only success out of all six initiatives.

Letters to the Editor

All the money gone

From Mr E. Owen
Sir—In reply to readers letters and the question—what letters and the question—what is accounting for—I would reply as follows. Proper accounting is to determine whether a company is achieving an adequate profit rate of return on its investment in trading assets. If that profit rate of return is not greater than its average cost of capital, the business is not viable.

In times of rising costs, historic cost accounting exaggerates the profit calculation and understates the value of assets being deployed in pursuit of profit. These combine to produce an overstated profit rate of return and probably for many companies, a false belief that their operating performances are viable and perhaps, in the extreme, quite satisfactory.

We researched the published results of 30 manufacturing companies within the largest 1,000 UK company listing. They operated in industries that we know something about and their cost pressures. By our calculations, eight of them are not viable, six are actually losing money. Dividends paid by a further five effectively distributed all their real profits. Our calculations were based on their current cost figures, in their absence, our reckoning related to prices indices for their industries.

The effective corporation tax rate was 79 per cent for the group as a whole although we acknowledge that this would not necessarily be all paid over to the Government.

The absence of proper accounting method during the last 20 years has resulted in quite massive reduction of the capital base of UK Manufacturing Industry. Dividend distributions and tax liabilities determined largely by reference to fictitious historic cost profits have in effect committed industrial capital to consumer spending.

Those who oppose current cost accounting are either apallingly ignorant or prefer the conspiracy of silence. This conspiracy is one that buries truth on the grounds that it would otherwise highlight ineffectual management, government taxation without legal mandate, inflated stock market values for quoted shares and perhaps even to the extent of companies agreeing excessive wage demands that they can ill afford.

Current cost accounting is not inflation accounting, and the debate should not confuse these issues. While I do not agree with all of the SSAP16 standard, I find it mildly shocking that there are members of my profession who are actually campaigning for its abandonment. We must be clear on the issues. Do we as a profession actively seek to abandon the current cost concept and retain the fiction of historic cost accounting? Are we still arguing about the approach to current cost accounting?

Inflation cannot be sensibly accounted for in corporate financial statements, although a shareholder may wish to estimate whether the increase in the balance sheet equity figures has kept pace with the general rate of inflation. The cost pressures on many companies depend upon the type of industry and the raw materials that they use and may well be substantially at variance with the overall inflation rate. To apply indices of national inflation to such historic costs, would in my opinion produce misleading information and not least, values in money units that the company neither has nor is capable of spending.

E. W. Owen,
Owen Management and Research, 36 Camden Road, Bezzley, Kent.

Lloyd's underwriters

From Mr J. D. Burrows
Sir—The House of Lords Committee on the Lloyd's Bill

has decided that Lloyd's brokers must sell off their shareholding links with underwriting syndicates, once the Bill is enacted. If it would seem equitable, the brokers offer their shareholdings to the members of the underwriting syndicate, in proportion to their participation in the syndicate, all members will have an even greater interest in the running of Lloyd's and this only happens if the present single electorate is maintained, and indeed encouraged.

It is the non-working members, who with working members, have established the need for divestment, and it is only right that this partnership should continue undivided, so that all, by their voting, retain full interest in the affairs of the Society, and the Council who control it.

Since those who appear on the present list of working members are identified from those who do not, there is no need for the contemptuous classification of "external members" and special resolutions passed by separate majorities.

Over one-third of members to whom I have written have replied agreeing the need to retain a single electorate.

The Committee of Lloyd's would be wise to make simple amendment to the Bill, now, to give effect to this and to avoid future discord.

J. D. Burrows
Coppaholm,
Bury, Pulborough,
West Sussex.

Falklands war

From Mr Henry Mortimer
Sir—All Mr Thatcher's bluster and shamelessly blatant platitudes (e.g., "I would much rather be in the Falklands but someone has to be at Number 10") cannot hide the stark fact that her February letter to a worried Tory supporter proves up to the bill that her arrogance in disregarding the Argentine threats caused the Falklands War. She compounds her arrogance by saying that a Labour Government would not have

fired a shot. Messrs Foot and Callaghan should have replied that if Labour had been in power, as they would have taken the appropriate preventive action, as it was taken at that time, and then there would have been no need for firing a single shot.

It must be said quite plainly that Mrs Thatcher's and her Government's handling of the situation in the early part of this year amounts to a gross dereliction of duty and leaves them open to a valid charge of culpable manslaughter and maiming of hundreds of valiant British Service Men. Our forces carried out the task thrust upon them with efficiency and heroism and they cannot be praised too highly; they should however never have been called upon to make, in many cases, the supreme sacrifice in order to save Mrs Thatcher's political neck!

Henry Mortimer,
140, Corbiarbrook Rd,
Leicester

Judgements

From the Chairman,
London Society of
Chartered Accountants
Sir—In recent weeks your columns have carried a series of letters commenting on the debate and forthcoming vote by members of the Institute of Chartered Accountants in England and Wales about current cost accounting.

The main committee of the London Society of Chartered Accountants at a recent meeting considered the proposal by two members of the Institute that the standard (SSAP 16) on current cost accounting should be withdrawn immediately. I should like to stress that the committee of the London Society considered this resolution to be ill conceived.

Current cost accounting has been criticised for its subjectivity. Historical cost accounts however also require subjective judgements. The problem exists whatever accounting convention

is used and the withdrawal of an SSAP will not remove it.

It is the view of the committee that a workable method of accounting for inflation has to be found and SSAP 16 represents a step in that process. It may or may not be the final solution but the profession will not succeed in evolving an appropriate method if it refuses to experiment. Withdrawing the Standard now can serve no logical purpose.

Clive Parritt,
London Society of
Chartered Accountants,
38 Finsbury Square,
EC2

Inflation accounting

From Mr Nicholas Maude

Sir—One of the first rules of accounting states that profit is the balance of net earnings remaining at the end of a given period after capital has been maintained intact. It seems to me that one of the prime errors of the accounting profession has been to produce figures which have been described as "profits," but which in no way ensured that the resources on which the health of the company depends have been adequately maintained in real terms. This can only be done by taking account of both the specific price changes that have affected the company's operations, as well as any general fall in the value of money as a medium of exchange.

Professor Myddelton (June 2) argues that "over the past 200 years the benefits claimed for current value accounting have usually been thought to be outweighed by the net advantages of historical cost accounting," but of course in times of low inflation it is likely (no more than likely) that CCA accounts will bear a fairly close resemblance to historical cost accounts.

I consider, therefore, that in order to restore the word "profit" to its rightful position,

what is required is a combination of current cost and current purchasing power accounting.

Nicholas Maude,
11, Wilna Road, SW13.

Labour's reward

From Mr Stephen Schatzmann

Sir—You report (June 28) that the CBI will tell member companies "which can afford nothing" not to pay any wage increases which are not matched by productivity improvements. No doubt this will raise the blood pressure of many a self-respecting trade union general secretary (not to mention militant shop stewards) to danger level. May I recommend that rather than consulting their doctors, and most likely increasing the NHS prescription bill, they consult the constitution of the Union of Soviet Socialist Republics instead.

This is what they will find in the first paragraph of Article 23: "The state shall steadfastly pursue the policy of raising the level of remuneration of labour and the real incomes of the working people in keeping with the growth of labour productivity."

Now encouraging to know that the CBI and the draftsmen of the Soviet constitution are at one in making productivity the determinant of the level of real wages. An incomes policy by any other name...

Stephen Schatzmann,
65c Wigmore Street, W1.

English spoken here

From Mr Matthew Neil
Sir—"What a different place Britain would be if the United States had chosen to speak German or French!" (Malcolm Ruthven, June 23)

Ah, indeed? Or then again—"The most important fact of modern history is that the North American continent speaks English" (Bismarck, c.1870).

Matthew Neil,
39, Arderton Road,
Paisley.

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SUMMARY OF THE WEEK'S COMPANY NEWS

Take-over bids and deals

A week after its initial approach was rejected, cleaning concern Sunlight Services launched a £30m offer for Johnson Group Cleaners. The terms, involving a share, cash and loan stock package have been rejected by the latter's board as "wholly unacceptable."

Two contested bids were increased this week and both still failed to gain the recommendation of the companies concerned. Sunlight has increased its bid for rival paper and packaging group Bemrose to 140p cash per share or 155p nominal of 12.5 per cent convertible unsecured loan stock 1992-94. The offer is described as final and the cash element will be withdrawn two weeks after the posting date of the formal document. Mr Robert Maxwell's British Printing and Communication Corporation has increased its holding in Bemrose to 14.99 per cent by way of market purchases.

North-western Motor distributors Lookers has increased its unswerving offer for local rivals Braid to 58p cash per share valuing the company at £3.48m. Following market purchases this week, Lookers now controls around 25 per cent of Braid.

Dealings in insurance broker Minet Holdings were briefly suspended on the London Stock Exchange on Wednesday pending a sizeable share placing; it was later revealed that the St. Paul Companies of Minnesota had brought around 10 per cent of the equity at approximately 160p per share to increase its stake to 14.99 per cent. St Paul intends to remain a minority shareholder.

Civil engineers and building contractors Fairclough Construction has acquired a 14.56 per cent holding in mechanical engineering concern William Press, but does not intend to increase its holding without prior consultation with the latter's board.

Rowntree Macintosh is buying 90 per cent of RPC, the Rileys Crips and Sooner Foods group from four directors in a loan stock deal worth £15.5m.

Merger talks are in progress between loss-making civil engineers Charles Hill of Bristol and textile machinery engineers Kennedy Smith.

Company bid for	Value of bid per share*	Market price**	Price before bid	Value of bid £m**	Bidder
Prices in pence unless otherwise indicated.					
Assoc Cms "A"†	110	107	32½	59.70	T.V.V.
AAA Indus†	37½	38	35½	1.48	Glossop
Remorse Corps	140½	135	75	15.74	Butel
Braid Group	58	55	42	2.74	Lookers
Brit Northrop	18½	17	12	0.51	Padworth Jovs
Federated Land	175½	174	142	19.03	BSC Farm Funds
General & Comm	286½	280	235	15.32	Brilliant Arrow
Gordon, Ltd	22½	21	20½	0.37	Pedro Domecq
Johnson Gp Clms	278½	265	218	30.11	Small Services
Grant Bros†	190	186	178	2.28	Jadeport
NCC Energy	25½	25½	25½	4.86	Cook Int
St George's Group	152½	145	139½	7.83	Spring Grove
Welbeck	52½	50	43	2.82	Causton (Sir J.)
Wilkins & Mitchell	1½	1	0.06	Centraway	
Wormolds	18½	17	5½	0.57	Mainsworth

* All cash offer. † Cash alternative to £1000000 bid. ‡ For capital not already held. ** Based on July 2 1982. †† At suspension of Estimated. §§ Shares in cash. ¶ Unconditional.

* All cash offer. † Cash alternative. ‡ Partial bid. § For capital not already held. ** Based on July 2 1982. †† At suspension. ‡‡ Estimated. §§ Shares and cash. †† Unconditional.

Offers for sale, placings and introductions

Ecobric—is coming to the Unlisted Securities Market by way of a placing of 300,000 new ordinary 12 shares, 100,000 existing 12 ordinary shares, and 100,000 existing deferred shares of £1. Knight Computer International—is joining the Unlisted Securities Market via a placing of 2.45m shares at 60p per share.

Rights Issues

Jenks and Cattell—is raising £1,008m by way of a one for three rights issue at 25p per share. Polymark International—is proposing to raise approximately £3.1m by way of a rights issue on the basis of three for ten.

PRELIMINARY RESULTS

Company	Year	Pre-tax profit (£000)	Earnings per share (p)	Dividends per share (p)
Avana Group	Mar	10,040	(5,460)	22.4 (13.6)
Bardon Hill	Mar	2,450	(2,180)	23.8 (20.8)
Barker & Dobson	Mar	416	(595)	0.4 (0.6)
Belhaven Brewery	Apr	4	(598)	0.3 (4.2)
BET Omnibus	Mar	4,840	(8,320)	23.8 (71.3)
BPE Industries	Mar	56,500	(42,100)	57.5 (32.4)
Brickhouse Dairy	Mar	1,280	(2,180)	6.3 (8.6)
Bridgford Process	Dec	221L	(253L)	— (—)
British Steel	Dec	28L	(79)	23.6 (1.7)
British Tar	Jan	1,040	(707)	4.0 (3.0)
Brown & Tawse	Mar	3,220	(1,870)	23.3 (7.9)
Churchbury Ests	Mar	920	(555)	11.4 (17.9)
Comitinho Caro	Dec	2,285	(2,511)	129.4 (34.3)
Country Gents	Mar	172L	(111)	121.0 (75.0)
Dennis (James B)	Mar	547L	(111)	— (3.6)
Electromotors	Mar	15,740	(14,560)	8.7 (7.7)
Electron Clothes	Dec	571L	(55)	— (2.4)
GEC	Mar	584,000	(478,000)	65.2 (64.5)
Greene King	May	1,200	(5,560)	24.2 (24.2)
Halma	Apr	1,710	(1,350)	5.2 (4.8)
Holden (A)	Mar	1,730	(1,430)	14.4 (12.8)
Hoveringham Grp	Dec	1,640L	(2,190)	— (9.1)
Int'l Timber	Mar	2,460	(1,110)	9.0 (31.6)
James (Maurice)	Dec	548	(830)	2.4 (4.4)
Laid & Liverpool	Mar	1,050	(311)	7.5 (3.2)
Marine Petrol	Dec	159	(128)	0.5 (0.5)
Marshall Hallifax	Mar	2,870	(2,630)	14.2 (15.0)
Mercury Secs	Mar	17,780L	(16,120L)	31.6 (28.9)
Montague Meyer	Mar	1,460L	(2,750L)	— (2.5)
Moorgate Mercat	Mar	451	(403)	1.1 (2.0)
Norcor	Mar	25,110	(22,360)	14.8 (10.4)
Paterson Jenks	Mar	1,410	(968)	3.0 (6.4)
Phillips Patents	Feb	140	(189)	3.0 (5.0)
Polymark Int'l	Dec	107L	(68)	— (3.7)
Redifusion	Mar	33,960	(12,240)	13.9 (11.3)
Scott & Newcastle	May	32,200	(33,100)	7.5 (10.1)
Scott's Restrat	Dec	18	(122)	4.2 (31.2)
Stead & Simpson	Mar	2,200	(2,130)	4.5 (4.4)

Company	Year	Pre-tax profit (£000)	Earnings per share (p)	Dividends per share (p)
Tecanint	Mar	1,540	(2,180)	4.2 (3.8)
Trent Holdings	Mar	225	(60)	10.1 (1.7)
Walker (C & W)	Jan	1,220L	(966L)	— (—)
Wiggins Group	Mar	705	(1,330)	8.5 (19.0)
Willshire Systems	Mar	57a	(—)	0.8 (—)

INTERIM STATEMENTS

Company	Half-year to	Pre-tax profit (£000)	Interim dividends per share (p)
All Residential	Dec	178L	— (—)
Barr (A & G)	May	911	(975)
Bett Brothers	Feb	614	(917)
Burns Anderson	Mar	153	(227)L
Edridge Pope	Mar	361	(273)
Glass Glover	Mar	492	(247)
GRA Group	Apr	116L	(225)
Hadland Hldgs	Apr	62L	(68)L
Hartley & Hanson	Apr	1,200	(1,170)
Hayters	Mar	470	(225)
Henlys	Mar	2,450	(666)
Jenks & Cattell	Dec	40L	(485)L
Lancroft Kilgour	Mar	41	(68)
Nash Industries	Mar	178	(126)
Parker (Frederic)	Mar	2,010	(454)
Trident TV	Mar	3,860	(4,260)
United Guarantee	Mar	125	(64)L
Vectis Stone	Mar	192	(307)

(Figures in parentheses are for the corresponding period.) Dividends are shown net except where otherwise stated. † Attributable profits for nine months. ‡ No comparable figure. § Attributable profits for 15 months. L=Loss.

Scrip Issue

Greene King and Sons—One for one.

UK NEWS

STOCK EXCHANGE BUSINESS IN JUNE

Upsurge in gilt-edged turnover

BY NIGEL SPALL

STRONG HOPES of an early and favourable conclusion to the Falkland Islands conflict, and optimism about further cuts in interest rates encourage active and firm conditions in gilt-edged securities in the early part of June and helped to push turnover in the sector to its highest level since the all-time high recorded last March.

Three more trading days in the month, than in May, contributed to the expansion in business.

Turnover in gilt-edged securities expanded by £5.1bn, or 53.7 per cent, to £14.61bn from May's £9.50bn. Business in the longer-dated and irredeemables jumped by £2.8bn, or 72 per cent, to £6.87bn, while trade in short-dated stocks rose by £2.2bn, or 40.4 per cent, to £7.73bn.

The number of bargains done in British Funds rose in June by 11,512 to 75,390 with an 8.94% increase to 53,316 recorded in longer-dated stocks. Deals in the shorts expanded by 2,565 to 22,014. The Financial Times Turnover Index for British Government Securities jumped to 618.2 in June, compared with May's 402.2 and the March peak of 752.3.

The most important spur to the gilt-edged market in the early part of the month was optimism about an imminent cut in UK base lending rates, following on June 8 a reduction of 2 points to 12 1/2 per cent. However, adverse factors, including increasing tension in the Middle East, the Falklands crisis and domestic labour troubles returned to dominate sentiment. The Financial Times Government Securities index reached a 1982 high of 70.4 on June 7 before reacting to close

at 69.44. Equity shares were overshadowed by gilt-edged and paid more attention to international and domestic troubles. Although business increased, quotations fell back on lack of incentive after the base rate cuts. Even the Falklands victory failed to generate enthusiasm.

Trade in ordinary shares rose from £2.46bn in May to £2.58bn; the number of bargains increased by 20,372 to 262,148, but the average value per bargain fell by £328 to £9.860. The Financial Times Turnover Index for ordinary shares rose from 439.5 in May to 461.2.

The Financial Times Industrial Ordinary Index moved to a high point of 594.0 on June 8, but again failed to break through its all-time peak of 597.3, subsequently falling to 542.2 on June 23 before closing the month a net 33 points down at 554.3.

Business in all securities rose by £5.1bn, or 33.4 per cent on the month to £18.5bn. The Financial Times Turnover Index for all securities jumped to 567.0 in June from May's 408.7.

Gold shares had a volatile month. The Financial Times Gold Mines index dropped to a three-year low of 181.2 on June 22 before ending the month 31 points down on balance at 203.7. The bullion price weakened \$6 over the month to \$318.

Value of all purchases & sales £m

Category

British Govt. and British Govt. Guaranteed

Short dated (having five years or less to run)

Others

Irish Govt.

Short dated (having five years or less to run)

Others

UK Local Authority

Overseas Govt.

Provincial and Municipal

Fixed interest stock, pref. and pref. ordinary shares

Ordinary shares

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Average of all Securities

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LONDON STOCK EXCHANGE

Rail deadlock causes fresh erosion in confidence
Equity index ends at lowest for nearly six months

Account Dealing Dates

Optical
First Declaration Last Account
June 21 July 1 July 12
July 5 July 15 July 26
July 19 July 29 July 30 Aug. 9
* New time dealing may take
place from 9 am two business days
earlier.

For the second successive week London stock markets closed facing the prospect of another national rail strike. This follows the decision by the Aslef over flexible rostering and the latter's decision to halt rail services from midnight.

Equities were again the most vulnerable sector because of a continuation of the recent erosion in investment confidence. The dearth of business has been particularly worrying for equity dealers and has added to the market's current depression, emphasised yesterday by the Bank of England's latest quarterly bulletin.

Conditions were extremely sensitive and ideal for renewed losses. A few above-average lines of leading shares did come on offer yesterday, but were placed without difficulty. Nevertheless, the tone at the end of the fortnightly trading Account was drab and a little change after the official, 3.30 am, close when trade is permitted without penalty for the Account beginning on Monday.

A few equity sections realised the malaise, although Electricals and defence stocks held firm comforted by details of the multi-million pound defence spending programme. Speculative interest for situation issues and potential takeover stocks was sporadic, but some firm features emerged. Despite the otherwise dismal trend, the FT Industrial Ordinary share index closed 6.3 down for a loss on the Account of 16 points at 543.0, its lowest since January 18.

An easing of the upward pressure on U.S. interest rates gave gilt-edged securities cause to hold recent gains. After Thursday's sharp response to a limited special demand, low-coupon shares marked time and considerable speculation of a possible new tap issue, in the event, no new Government funding was announced at yesterday's official close.

Remaining gilts were quiet and little changed, apart from isolated fractional losses among selected long-dated stocks. Sterling also had a less volatile day in foreign exchange markets.

Eagle Star active

After opening around 18 higher in the wake of speculative buying late on Thursday on talk that the EEC Commission's ruling on Allianz Versicheruog's

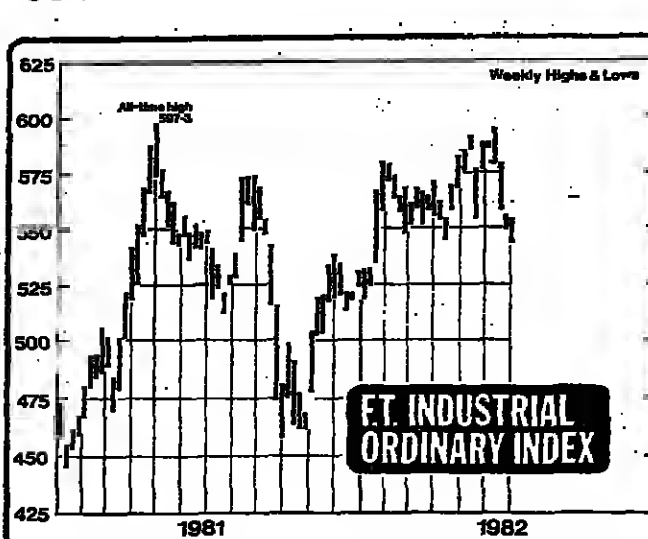
28 per cent stake in the company was imminent. Eagle Star was actively traded and the close was 16 up on the overnight level at 343. Elsewhere, Sun Life met support and put on a 38p, while Ashua rose 4 to 236p. Brokers' Minet Holdings down 7 on Thursday on fading bid hopes, touched 136p before rallying late to close a penny firmer on balance at 138. The Heath met renewed support and firmed 8 to 345p.

Initial falls in the major clearing banks were pared and occasionally erased in the late trading. Barclays set 3 cheaper on balance at 375p, after 373p, and Midland 5 off at 515p, after 512p. Lloyds and NatWest, marginally easier at one stage, reverted to the overnight levels of 380p and 420p respectively. Discount Houses took distinct turns for the better, Cater Allen gaining 18 to 305p, Gillet 7 to 147p and Alexander 5 to 225p. Union also added 5 to 440p, while Smith & Ashua rose 4 to 236p. Merchant Banks contrasted, Mercury losing 10 to 195p and Hambros 5 to 115p. Hire Purchases had George Sturt 11 down at a 1982 low of 91p.

A technical hitch delayed the start of trading in Knight Computer International in the Unlisted Securities Market yesterday following the placing at 80p, which are expected to start on Monday.

The continuing downward trend of beer consumption as shown by the May production figure has little effect in the drinks sector. Bass eased the turn to 210p, but other leaders retained the overnight positions. Among Wines and Spirits, Distillers reacted to further small sellings in front of the preliminary figures scheduled for Thursday and eased for a two-day fall of 8 at 171p.

A few penny easier during the "House" session, leading Buildings picked up in after-hours dealings to close with modest gains in places. RMC ended a penny dearer on balance at 242p, after 241p, while Blue Circle reverted to the overnight level of 435p, after 433p. Tarmac edged up a couple of pence to 282p and Redland a penny to 180p. Elsewhere, talk that a sizeable line of stock was being offered by the market left Black & Veatch 15 down at 855p. Russell Brothers (Packaging) slipped 5 to 51p on the year's end dividend cut, but HAT Group, preliminary results due on July 13, firmed 2 to 82p. Down 3 on Thursday on fading bid hopes, William Leach slipped to 47p before fresh speculative support



FT INDUSTRIAL ORDINARY INDEX

left the close a penny up on balance at 50p.
ICI drifted off on lack of interest to close 4 cheaper at 304p. Fisons eased 5 to 335p, while Amersham, at 218p, gave up 2 of the previous day's gain to 51p, the latter's annual results are due on July 12. Other Chemicals included easier included Brent, 2 cheaper at 112p, and Ellis and Everard, a like amount off at 140p.

Hepworth lower

Stores ended a disappointing week on a subdued note and the leaders hovered around the overnight levels in the continued absence of investment incentive. Movements of note among secondary counters were also few and far between. Poly Peak declined to 322p on profit-taking before the efforts of a few cheap buyers left the close a net 12 off at 326p. In contrast, Cornhill Dressing attracted call option business and rose 5 to 150p. Speculative support was also forthcoming for Sumrie Clothes, 3 dearer at 45p, while further consideration of the interim statement and property revaluation lifted Stead and Simpson A like amount to 80p. Evans and Owen added 5 to 125p after increased full-year earnings, but Lee Cooper, 108p, and H. Samuel, 90p, both shed 5 on scattered sellings. Diminishing takeover hopes prompted a sharp fall in the price of Hepworth, 3 cheaper at 92p.

In contrast to most other areas, the Electrical leaders held steady helped by the Defence Secretary's announcement of a multi-million pound defence purchasing programme. Tolland and the previous day's sharp fluctuations on the results and capital proposals, GEC moved within narrow limits before settling a couple of pence harder at 98p. Ferranti also showed to advantage with a gain of 7 to 740p.

Thermal Syndweak

Leading miscellaneous industrial finished a shade above the worst in places. Bowater touched a 1982 low of 139p before setting at 150p, down 2 to 258p and Reed International the same amount to 284p, while Pilkington Group, unsettled by a downward revision in profit estimates for the company, eased 5 to 200p. Elsewhere, Thermal Syndweak weakened 9 to 73p on the reduced interim dividend and half-year loss. St. George's Group hardened 3 to 145p in response to satisfactory annual results and favourable Press mention lifted Henry Boot 6 to 272p. Speculative demand for C. M. Firth, up 9 at 150p, gave rise to bid hopes in Howard Tenens, which firmed 4 to 51p; G. M. Firth has a stake of just over 12 per cent in the latter. Fresh support awaiting the interim figures, due shortly, left A. Bubbly up more at 275p, while, Kennedy Smale, still reflecting the merger talks with Charles Hill, improved 5 more to 165p. In contrast, Bank Organisation met occasional sellings and eased 5 to 144p and Hoover A gave up 3 to 77p. Falls in smaller-priced issues included Cowan de Groot, 2 off at 28p, and Staffordshire Potteries, a like amount down at 20p.

A couple of firm spots emerged in the Leisure sector. Bar and Wallace Arnold Trust A gained 4 to 66p following Press comment, while Black and Edgington put on 2 to 44p on revived speculative interest. Elsewhere, and Account offering slipped 10 from 144p to 134p, while lack of support left Management Agency and Music 2 cheaper at 89p. Among travel concerns, Intasun, dealt in the Unlisted Securities Market, softened a penny to 122p; the company has agreed to acquire 50 shares in Leisure, previously ordered by British Airways.

Certain Properties accounted for a sharp fall in the price of a 12 to 1982 low of 283p and Maslemere Estates losing 4 to a low for the year of 342p. These Investments closed a further 2p easier on balance. The former bullion price - finally \$2.12 higher at \$315 an ounce - prompted modest buying at the outset, but small initial gains were soon erased.

The Gold Mines Index eased 0.5 to 197.2, reducing the gain over the week to 2.1.

South African Financials tended to ignore the riots on the gold mines and generally closed a shade firmer, where changed. GFS improved 1 to 211p while Anglo American Corporation edged up 4 to 414p.

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FINANCIAL TIMES STOCK INDICES

	July 2	July 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 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25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 6	June 5	June 4	June 3	June 2	June 1	June 30	June 29	June 28	June 27	June 26	June 25	June 24	June 23	June 22	June 21	June 20	June 19	June 18	June 17	June 16	June 15	June 14	June 13	June 12	June 11	June 10	June 9	June 8	June 7	June 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INSURANCE & OVERSEAS MANAGED FUNDS

[illegible]

Pearl Assurance (Unit Funds) Ltd.	Sun Alliance Insurance Group	Ast. Smaller Cos. Pl.	\$1,392	1.6%
252 High Hobart, WC1V 7EB.	Sun Alliance House, Huddersham	Gold Fund	0.575	0.8%
01-405 8447	0175 601471	Universal Growth Fund	10,789	0.8%

[illegible][illegible][illegible]

Retire. Accty. Insured, Annuity International	+1.8	-	-	Pers. Unemp. Acc.	16.4	16.4	-0.8	-	-	43 Boulevard Royal, Luxembourg
				Pers. Property Cap.	117.5	117.5	23.7	-	-	Capital Int. Fund
				Pers. Property Int.	126.5	126.5	33.3	+1.1	-	\$23.46

[illegible][illegible]

Port, G'nsey	0481 26268
---	\$12.00
International Ltd.	
135 S. Bermuda	
---	0394 45467
nce Co. Ltd.	
ny, G'latbar	Telex 2332
---	2.84-0.02
er Lins. Agents	
---	01-248 9646
---	22.77+0.15
---	6.84
---	\$41.75
---	2.63
st Mng'rs. Ltd.	
---	0624 23914
---	0.920
---	0.943
ment Limited	
Jersey	0534-71460
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N.V. Curacao.
June 28. \$33.21

179	MONEY FUND	USA	JULY		PERS. DRUGS ACCT.	1722	Estate Management Ltd.
181					TRIN. BOND	520	Greenville Hse., St. Heller, Jersey, C.I.
182	Sure & Prosper Group				Post. Pay Acct.	2900	
183	A Co St Mutual Fund	FUND REP	MT. 654.8800				
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American	708.7	Managed Fd.	2227	223.6	-1.0
Bank	100.0	Energy Fd.	354.0	374.0	+2.9
Teleco	100.0	Intl. Fd.	125.4	132.1	+5.3
CR & Pmt. Int.	100.3				

Bankers Ltd.	
Jersey, C.I.	-
\$30.00	-
S.S. Lux.	
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Jersey	02-638 6117
£30 60/10 - 0/10	-
Gesellschaft mbH	
Frankfurt 16.	
19 16.00	-
17 40.25 + 0.75	-
18 37.20	-
Management Ltd.	
WC2	01-353 6845
Int'l. Ltd.	
Jersey	0534 36281
2 110.4	8.15
Ltd.	
CMA	01-600 4555
1-2%	

Management Ltd.	Exempt Fd. Int. Int.	100.5	Adly Investment	FT-Internat.	40.78
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11-22-2000	Exempt Intd. Int.	85.4			

St. Jary, Ltd.			
Jay, Cl	0534	37217	
24	74.67		3.63
18	12.50		1.52
35	10.60	+0.43	
35	10.60	-0.02	1.16
30	13.74		3.08
Services Ltd.			
100	27.30		4.86
100	37.18		2.85
20	9.30		0.35
20	15.02		1.20
Management			
Members			
510.43			
Mog. Ltd. London			
Management Ltd.			
100	41.91	0624	25015
			1.60

Pers. Prop. Ft. Ord. 115.9
 Pers. Int. Ft. Ord. 117.8
 Pers. Prop. Ft. Ord. 117.4

otherwise indicated and no prefix refer to U.S. (last column) allow for all red prices include all c. r. yield based on offer today's opening price.

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FINANCIAL TIMES

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MAN IN THE NEWS

Almost driven to distraction

BY HAZEL DUFFY

SIR PETER PARKER spent more than an hour yesterday discussing with journalists the merits of proposals for improving Government control of the public sector industries, contained in a new book to which he has written the foreword. It is indicative of his passionate interest in trying to find a new and better relationship between governments and industry—public and private—that he found this time just 30 hours before the country is due to be plunged into a strike which will deprive it of railways for the third time this year.

But Sir Peter believes equally passionately that he has right on his side in the dispute with the drivers' union. His words to describe the latter executive are more restrained now than



Sir Peter Parker

they were on Wednesday, the morning after the Aslef strike which greeted the distribution of delegates to the NUR conference to suspend their strike action. He believes that his appeal to all Aslef members to think about the consequences before going on strike might yet have the effect of "bursting open the closed circuit of Aslef."

Since being appointed chairman of BR in September 1976, Sir Peter has seen to it successfully that the right of management to run the industry which is firmly in the public eye and dependent on government money for its survival. He avoided the pitfalls of publicly losing his cool with ministers and civil servants which have tripped up some public sector industry heads. He deliberately courted the unions from the outset, setting up the consultative Rail Council, attending their social functions, and talking about Sid (Weisbell) and Ray (Buckton) as though they were old chums.

His critics, however, say that this only worked for as long as he made no great demands on the unions to change their work practices. Now he has to get the unions to deliver those demands if he is to get the money from government which will give the railways some sort of assured future.

After the two-day stoppages by Aslef at the beginning of the year, which gained nothing and lost BR £50m, Sir Peter knows that his seven years at BR — he is due to leave in September 1983 — will be judged almost entirely by the events of the next few weeks, although he emphasises that what is happening now is completely in accord with the policies that the Board has been following for a long time.

Sir Peter's firmness in this latest dispute, said to be entirely supported by the Board, has surprised some who knew him only for his enlightened conversation, his interest in the arts, and his charm. None of these interests has deserted him during the present troubles. On the eve of the earlier Aslef stoppages, he wrote a letter to the New Statesman on two new books on William Blake, whom he speaks of with reverence.

On politics, however, he is much more cogent. His well-known association with Shirley Williams and other leading Labour politicians during his Oxford days, and his Labour Party activities during the 1950s, led to questions being asked when Barbara Castle asked him first to go to BR in 1967, and then to have a Socialist chairman, which he castigates as being as irrelevant as talking about "Christian mathematicians" and "black plumbers."

He describes himself now positively as an "amateur" which means that it would not be politic for him to be associated with any party in this job. But his wide range of interests and achievements in the private and public sector leave open speculation that he would be a natural for the SDP when he leaves BR. Of his future, he says only that "we shall see what needs to be done."

Continuing Public Inquiry: John Redmond and John Hinch, Publishers by Ben Blackwell.

TROUBLED GROUP FACES SETBACK OVER U.S. TYRES DEAL

Guinness Peat £15m loss provision

BY ALAN FRIEDMAN

GUINNESS PEAT, the troubled commodity-to-banking group, disclosed a major setback yesterday when it announced a £15m provision for losses arising from a California tyre business it has helped to finance.

Mr Alastair Morton, group chief executive, said the provision was necessary because Guinness Peat had encountered serious difficulties in recovering funds from Performance Tire, a Los Angeles company which imported into the U.S. tyres made in Eastern Europe and the Far East. The tyre stocks had been financed by a Guinness Peat subsidiary—Performance Tyre Limited.

The £15m provision, together with net losses of more than £13m in the first half of Guinness Peat's 1981-82 financial year, would result in "a consolidated net worth," Mr Morton said.

Some of the first half losses may be reduced because earlier provisions had been too high,

but Mr Morton said Guinness Peat now has "a balance sheet problem which we must repair." Mr Morton declined to reveal Guinness Peat's current net worth, which was £36.2m last October. He said last night: "We are aware of the gravity of this event."

The man with responsibility for the Performance Tire deal had been Mr Anthony Whitaker, an executive director who resigned in February of this year, Mr Morton said. There was a breach of authority limits inside the group, he added.

Guinness Peat's shares were suspended on Thursday morning at 5p at the request of the group. They will begin trading again on Monday. It is believed that a large block of shares changed hands on Wednesday night, but Mr Morton said he was unaware of whether there would be any Stock Exchange investigation. Guinness Mahon, the accept-

ing house merchant bank subsidiary of Guinness Peat, yesterday released its annual results ahead of schedule. Profits rose by 13.6 per cent to £2.5m after provision for taxation and transfers to contingency reserves.

Both Mr Morton and Mr Richard Fenbals, chief executive of Guinness Mahon, stressed that the group setback had nothing to do with the merchant bank. Mr Fenbals said the bank's results had been released in advance of its parent in order to "show that our bank is perceived as responsible."

"While we are obviously concerned at the latest misfortune of our parent, we are at arm's length and will continue to ply our wares," he said.

Mr Morton wished to dis-

tinguish the group's plans to continue to be to withdraw from areas which are "irrelevant, unprofitable or uncontrollable."

"I would rather not have had this knock in the guts, but it doesn't alter our strategy," said Mr Morton.

Guinness Peat would not be selling its bank and planned to reduce its overall short-term debt from £91m to about £40m. Mr Morton said he wanted to build a profitable financial services group.

The £15m provision would not affect the group's plans to sell the commodity business to a group of investors led by Lord Kinnaird, the life president of Guinness Peat. Lord Kinnaird said last night he expected the purchase would cost between £10m and £15m, the asset value of the commodities business.

"We are talking on a friendly basis and will announce the deal within the next fortnight," Lord Kinnaird said.

Guinness Mahon results, Page 14

Argentina wants debt rescheduled

BY JIMMY BURNS IN BUENOS AIRES AND PETER MONTAGNON IN LONDON

ARGENTINA'S new President, General Reynaldo Bignone, has confirmed that his Government will seek to restructure the country's \$36bn (£20.7bn) foreign debt. It could be a larger rescheduling operation than Poland's.

In a speech to the nation on Thursday, General Bignone said: "Argentina's large foreign debt will be restructured in a way that is compatible with its resources."

He did not elaborate, but bankers in Buenos Aires said Argentina was likely to seek help from the International Monetary Fund.

Bankers in New York and London said no meaningful discussions on commercial bank debt can take place before Britain lifts its freeze on

Argentine assets in the U.K. Latest estimates suggest that Argentine public and private sector borrowers must repay or refinance about \$12bn in foreign debt this year. It is not clear how far this process has already gone. Argentina's reserves are estimated by some banks to have fallen to \$2bn.

General Bignone promised a "reactivation" of Argentina's economy, which was already in deep recession before the Falklands crisis.

"We think it is imperative that we introduce the necessary financial and monetary reform aimed at limiting unemployment and increasing productivity," he said.

Measures believed to be under consideration by the new economy minister, Sr Dagnino

Pastore, include a wages policy, control of interest rates and raised import tariffs. A large devaluation and re-introduction of a split exchange rate for commercial and financial transactions to lessen the impact on prices are also possible.

Bankers in London said last night they were relieved that General Bignone had apparently rejected pressure from opposition parties in Argentina for a unilateral moratorium on foreign debt. But they said, the outline economic programme was, at first glance, unlikely to appeal to the International Monetary Fund.

There have been rumours in the Euromarket in recent days that Argentina has already had preliminary discussions on re-scheduling with U.S. banks.

These are denied by banks in New York.

It would be "implausible," said one British banker, for Argentina to agree a rescheduling arrangement that did not include British banks which are involved in over half the commercial bank loans to Argentina.

Pressure on the British Government to lift the assets freeze seems likely to increase as a result of General Bignone's announcement. British banks feared Argentina would divert money to claims to have set aside to meet debt service payments to British banks withheld because of the Falklands crisis.

Most bankers remain convinced that once the assets freeze is lifted, Argentina will find it fairly easy to negotiate a restructuring of its debt.

British Airways in £40m jets lease deal

BY ARTHUR SANOLEX

BRITISH AIRWAYS has managed to ease its medium-term capital problems thanks to a £40m deal with charter rival Air Europe, a subsidiary of Intasun Leisure. Air Europe is taking over the purchase of two Boeing 737 jets previously ordered by BA.

British Airways will use the jets in the winter on a lease from Air Europe.

The two aircraft—the latest Boeing model carrier 228 people—are part of the 19 ordered by BA in pre-recession days. Recently, the airline has been trying to slow down delivery of the jets.

Air Europe, part of one of Britain's fastest growing pack-

age tour groups, needed additional summer capacity but wanted a winter user for any extra aircraft.

Boeing, it appears, put the two UK customers together to save its own order book.

The deal gives Air Europe one jet next year and one in 1984. Financing will be through British banks over a ten to 12 year period.

It is being suggested that there have been several financing offers. No final decision has been made. When the deal is completed, for the moment it is an agreement "in principle" — it will be subject to Intasun shareholder approval (Intasun is USI owned) but

more than half the stock is already committed to approval.

In fact terms the deal suits both airlines but is extremely complicated. Under the arrangements Air Europe will have the 737s for the peak summer months, plus two 737s it already leases from Air Florida, plus other 737s it owns.

British Airways will get the new Boeing jets at other times, when the Air Florida jets are back to the U.S. and it will also have access to other Air Europe 737s for lease.

It will mean our fleet will be balanced 75 per cent in the summer and 25 in the winter, which is perfect for us," Mr Harry Goodman, Intasun chairman, said last night.

Arrangements will be made for British Airways to supply Air Europe with simulator facilities for crew training, spares and technical support. Provision of 737 maintenance is still being discussed.

The first 737 will be subject to an option for Air Europe to sell to British Airways in 1987.

The second 737 will have no such option. British Airways said yesterday that the deal meant it would still be the first UK airline to operate the 737. "The proposed agreement simply means that between 1983 and 1986, the BA 737 fleet will grow rather more slowly than originally planned — in line with the lower traffic expectations."

Continued from Page 1

Jenkins

less, Dr Owen has emerged with an enhanced reputation and standing from the campaign. With his 40th birthday yesterday he is in a strong position over the longer term, ahead of Mr Shirley Williams and Mr Bill Rodgers.

Dr Owen immediately pledged his support to Mr Jenkins and said the campaign had shown the merits of a direct election by all members. He noted that the view of Mr Jenkins and Mr Steel about the Alliance would not be dominant but he hoped that they would not believe they had come to a decision.

Mr Jenkins now faces the problem of how to fit Dr Owen into the party leadership now that the latter is no longer an independent leader. Leading members of the SDP last night were saying that these might now be some debate about the allocation of jobs between Dr Owen, Mrs Williams and Mr Rodgers.

Continued from Page 1

BR toughens stance

and its alternative proposals gives no guarantee that after further delay there will be no change in the union's basic position.

Aslef said the strike threat would be suspended immediately if the new roster was withdrawn. Mr Ray Buckton, Aslef general secretary, said: "Flexible rostering is no longer the issue. Our proposals are an integral part of the deal. We will see the British Rail Board agree to suspend the threat if it is imposed on Sunday we call off the strike."

There is, therefore, a stand-off between the two sides. BR is seeking agreement from Aslef to suspend conditions including calling in 25,000 drivers before 11.30 and the new roster. Aslef is saying the roster, how it is implemented, being the strike is called off.

A last ditch peace initiative seemed to fail today after the Aslef board rejected the offer. Aslef said it had no plans for any further intervention although it was ready to help if necessary.

Senior BR officials believe

there is a groundswell of opinion among train drivers against the strike and a readiness to adopt flexible rostering.

Mr Bob Reid, BR's managing director, said eight out of the 11 Eastern Region depots where the new roster will be posted "remained" had told the management and the unions they would agree to work the roster if the union allowed them to do so.

Mr Reid hopes that this groundswell will see a number of train drivers reporting for work tomorrow and next week in a repeat of last Monday when a number of NUR members defied their union's strike call.

In a letter yesterday Aslef warned its members: "This is not just an ordinary industrial dispute. We are fighting for more than the eight-hour day. We're fighting for the survival of strong trade unionism on the railways."

In an unspecified reference to the other rail unions the letter added: "Let us be honest: this is our most difficult battle. If it defeats Aslef, the British Rail Board has nothing to worry about from anybody else."

Weather

UK TODAY
 SHOWERS with sunny intervals

London E and SE England becoming brighter later. Max 18C (65F).

Rest of England, Wales, Channel Island

Showers, sometimes heavy. Max 17C (63F).

NE Scotland, Orkney, Shetland

Scattered showers with sunny intervals. Max 14C (57F).

Rest of Scotland, N Ireland: Showers. Max 16C (61F).

Outlook: Little chance.

WORLDWIDE

24-25: 23-24: 25-26: 27-28: 29-30: 31-32: 33-34: 35-36: 37-38: 39-40: 41-42: 43-44: 45-46: 47-48: 49-50: 51-52: 53-54: 55-56: 57-58: 59-60: 61-62: 63-64: 65-66: 67-68: 69-70: 71-72: 73-74: 75-76: 77-78: 79-80: 81-82: 83-84: 85-86: 87-88: 89-90: 91-92: 93-94: 95-96: 97-98: 99-100: 101-102: 103-104: 105-106: 107-108: 109-110: 111-112: 113-114: 115-116: 117-118: 119-120: 121-122: 123-124: 125-126: 127-128: 129-130: 131-132: 133-134: 135-136: 137-138: 139-140: 141-142: 143-144: 145-146: 147-148: 149-150: 151-152: 153-154: 155-156: 157-158: 159-160: 161-162: 163-164: 165-166: 167-168: 169-170: 171-172: 173-174: 175-176: 177-178: 179-180: 181-182: 183-184: 185-186: 187-188: 189-190: 191-192: 193-194: 195-196: 197-198: 199-200: 201-202: 203-204: 205-206: 207-208: 209-210: 211-212: 213-214: 215-216: 217-218: 219-220: 221-222: 223-224: 225-226: 227-228: 229-230: 231-232: 233-234: 235-236: 237-238: 239-240: 241-242: 243-244: 245-246: 247-248: 249-250: 251-252: 253-254: 255-256: 257-258: 259-260: 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